

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

ENTERED AT NEW YORK AT SECOND-CLASS RATES.

Vol. 49.

New York and Chicago, August 23, 1913.

No. 8.

BIG SHORTAGE OF GRASS BEEF.

Livestock market authorities who have made a careful survey of the grass country predict a shortage of grass beef in the Northwest of 25 to 40 per cent., and in the Southwest of 50 per cent. The newspapers have talked of heavy cattle runs at Western markets, and have predicated on this heavy beef supplies. The figures show that Chicago and other markets have received not much more than half the normal supplies, while at Kansas City, where the drouth-stricken raisers rushed their half-fat cattle, they were eagerly snapped up at high prices by corn-belt feeders, indicating a shortage of beef in the Middle States where the best beef is made. Such of these half-fed cattle as were taken by packers to meet their needs killed out very poorly, and made expensive beef. The drouth has only served to emphasize the beef shortage.

ARGENTINE BEEF IN NEW YORK.

A steamer of the Lamport & Holt line from South America unloaded a cargo of hides, coffee, etc., at New York this week in the usual routine of business. In the cargo were three sides of Argentine beef, 50 bales of jerked or sun-dried beef, 1,500 cases of preserved beef and 775 cases of canned corned beef. The consignment was purely an experiment, but afforded an excuse for a sensational article in the New York Journal of Commerce predicting a revolution in the meat trade in this direction. The statements upon which this prediction was based indicate lack of knowledge concerning the actual conditions which exist, a lack characteristic of most newspaper attempts to discuss this subject.

Argentine beef has been coming into New York in small quantities all summer. It is supposedly "chilled," but actually frozen beef. A careful investigation of the sale and destination of such beef shows that it has not proven satisfactory, and customers have refused to buy it the second time. It is of inferior quality and cannot find an outlet except in the cheap hotel and restaurant trade. It has thus far sold at very little lower than similar grades of domestic beef, which is fresh and much more attractive in appearance than the frozen stuff. Retail dealers who have seen it do not care to handle it. If Argentine beef is to find a market here it will have to arrive in much better condition and appearance, and be offered at a much lower price before it will prove a ready seller.

ADMITS FREE MEATS WILL NOT GIVE RELIEF Underwood Seeks to Forestall Consumers' Disappointment

In a statement given to the newspaper correspondents at Washington last Saturday Representative Oscar W. Underwood of Alabama, chairman of the House Ways and Means Committee, and author of the tariff revision bill now before Congress, admitted that putting meats on the free list would not at present reduce the price of meats. He said the consumer need not expect immediate relief from high prices as a result of the passage of the bill.

This statement, given voluntarily, was presumably a precautionary measure on the part of the advocates of the bill to forestall the criticism which is inevitable when the bill becomes a law and meat prices do not fall, as it has been so loudly claimed by free trade advocates they would. Ever since the beginning of the Presidential campaign a year ago free meats have been promised as a remedy for high meat prices. With the recent aggravation of meat shortage conditions this sort of talk has been even more widespread. The newspapers have harped on it so much that the tariff revision leaders have become somewhat nervous. They well know the world-wide conditions of meat shortage, and that taking off the duty will not mean an inrush of foreign meats, since there is no such oversupply anywhere as to make such a result possible.

Therefore Representative Underwood seeks to forestall the howl of rage and disappointment which is bound to go up when free meats do not bring in plentiful meat supplies and cheaper prices. It is true that he qualifies his statement with the promise that "ultimately the free meat and free cattle clauses of the tariff bill will reduce prices." But that is as much as he now dares promise—"ultimately"—some time in the distant future, when the world has got down to business and grown enough livestock to supply the increasing demands of a multiplying world population.

By his statement Representative Underwood showed that he had been looking into actual conditions. Even with meats and cattle on the free list, he said, there are no available supply sources at present. He said it was impossible for Canadian beef raisers to compete with those of this country because production costs are higher in Canada. Very little meat, he thought, could be imported from South America because of small shipping facilities. He touched on the un-

favorable situation as regards all the beef-producing countries of the world, and repeated his warning that no relief from high meat prices need be expected at present through the enactment of the tariff bill which places meats and livestock on the free list.

URUGUAY RAISES EXPORT DUTIES.

After an official investigation of current prices of livestock in Uruguay and Argentina, the government of Uruguay has established considerably higher valuations as a basis for the export duty of 8 per cent., to which livestock exported across the land or river frontier is subject in Uruguay. The new valuations went into effect June 1 in place of the old valuations, which were so low that in spite of the considerable exports of livestock from Uruguay to the adjoining countries the export duty yielded a comparatively small revenue.

The new measure has met with vigorous protests on the part of stock raisers, reports American Minister Nicolay A. Grevstad, at Montevideo, and a bill has been introduced providing for a reduction in the export duty from 8 to 5 per cent. The government maintains that the revaluation was necessary in order to comply with the original law, which provided that the export duty of 8 per cent. was to be based on average current prices. It is also pointed out that the low valuations were a source of confusion and injustice in the assessment and valuation of property for the purpose of general taxation, and that the livestock of Uruguay should be utilized by the domestic packing houses, instead of being sent to competing concerns in Argentina and Brazil.

The present exports of livestock on the hoof to Argentina and Brazil are given as about 100,000 cattle and 200,000 sheep per annum. The export duty applies only to livestock exported by the land frontier or across the river to Argentina, and not to over-sea exports.

Are you a salesman, manager, superintendent, foreman or stock keeper out of a job? Watch page 48 for good openings. Almost every week some packer advertises on that page for a man. Such chances do not remain open long; look them up, it will be worth your while. Or, if you want a position, why not advertise yourself?

HOG MEATS AND FATS RAISE EXPORT TOTALS

Beef Exports Continue to Approach the Vanishing Point

A year ago the export movement of meat products was about at its lowest ebb. There was practically nothing doing. Comparisons with that period are therefore not significant of anything much except that there has been a little surplus of hog products to send abroad.

Exports of meat and dairy products for the month of July, as reported by the Department of Commerce, were valued about 2½ millions in excess of those in July a year ago. The increase was entirely in hog meats and fats. Lard exports were 9 million pounds greater; lard compounds, nearly 4 million pounds more; neutral lard, nearly 2 million pounds more; hams and shoulders and pork, each about 1 million pounds more; bacon, about 400,000 pounds more. Decreases were shown in fresh, canned and cured beef, oleo oil and tallow.

For the seven months since the beginning of the year total export values are reported as nearly 6 million dollars in excess of a like period a year ago. This increase is confined to lard, bacon and tallow, lard showing about 14 million pounds more shipped, bacon 7 million pounds, and tallow about a million pounds. Hams and shoulders fell off 14 million pounds in export volume for this period as compared to a year previous, and exports of beef and oleo oil, pork and neutral lard were also much less.

Exports of meat animals continue to show a decrease, both for the month and the seven months' period. A synopsis of exports for July and for the year to date, compared to a year ago, is as follows:

Cattle.—July, 1912, 2,082 head, value \$187,492; July, 1913, 3,024 head, value \$60,736. For seven months ending July, 1912, 30,368 head, value \$2,845,360; same period, 1913, 4,649 head, value \$174,578.

Hogs.—July, 1912, 189 head, value \$1,557; July, 1913, 132 head, value \$1,494. For seven months ending July, 1912, 12,670 head, value \$109,751; same period, 1913, 10,967 head, value \$119,763.

Sheep.—July, 1912, 6,619 head, value \$25,161; July, 1913, 11,259 head, value \$44,325. For seven months ending July, 1912, 58,753 head, value \$246,510; same period, 1913, 54,901 head, value \$228,154.

Beef, canned.—July, 1912, 716,639 lbs., value \$89,453; July, 1913, 237,174 lbs., value \$30,177. For seven months ending July, 1912, 4,617,581 lbs., value \$562,901; same period, 1913, 2,556,952 lbs., value \$322,643.

Beef, fresh.—July, 1912, 667,149 lbs., value \$79,354; July, 1913, 469,219 lbs., value \$52,816. For seven months ending July, 1912, 6,061,175 lbs., value \$669,084; same period, 1913, 4,161,709 lbs., value \$485,486.

Beef, pickled and other cured.—July, 1912, 2,048,875 lbs., value \$180,652; July, 1913, 1,875,846 lbs., value \$187,500. For seven months ending July, 1912, 17,102,653 lbs., value \$1,367,141; same period, 1913, 14,905,780 lbs., value \$1,508,539.

Oleo Oil.—July, 1912, 10,021,066 lbs., value \$1,170,388; July, 1913, 9,500,688 lbs., value \$1,017,272. For seven months ending July, 1912, 66,745,316 lbs., value \$7,629,411; same period, 1913, 64,838,813 lbs., value \$7,375,252.

Oleomargarine.—July, 1912, 261,843 lbs., value \$26,975; July, 1913, 205,019 lbs., value \$20,639. For seven months ending July, 1912, 2,143,215 lbs., value \$218,337; same period ending July, 1913, 1,741,614 lbs., value \$179,070.

Tallow.—July, 1912, 2,951,792 lbs., value \$178,703; July, 1913, 2,885,738 lbs., value \$189,190. For seven months ending July, 1912, 18,782,992 lbs., value \$1,124,715; same period ending July, 1913, 19,170,361 lbs., value \$1,233,766.

Bacon.—July, 1912, 16,057,376 lbs., value \$1,940,644; July, 1913, 16,479,206 lbs., value

\$2,213,495. For seven months ending July, 1912, 112,142,991 lbs., value \$13,434,110; same period, 1913, 119,684,892 lbs., value \$15,610,095.

Hams and Shoulders, cured.—July, 1912, 15,620,472 lbs., value \$1,970,528; July, 1913, 16,638,459 lbs., value \$2,435,739. For seven months ending July, 1912, 116,930,325 lbs., value \$14,267,833; same period, 1913, 102,236,743 lbs., value \$14,170,745.

Lard.—July, 1912, 29,859,662 lbs., value \$3,175,610; July, 1913, 38,980,260 lbs., value \$4,509,847. For seven months ending July, 1912, 288,557,354 lbs., value \$28,980,694; same period, 1913, 303,125,139 lbs., value \$34,162,325.

Neutral Lard.—July, 1912, 2,286,081 lbs., value \$259,149; July, 1913, 4,112,827 lbs., value \$470,526. For seven months ending July, 1912, 39,607,861 lbs., value \$4,317,074; same period, 1913, 28,702,079 lbs., value \$3,273,041.

Pork, fresh and pickled.—July, 1912, 3,219,683 lbs., value \$322,096; July, 1913, 4,243,840 lbs., value \$461,285. For seven months ending July, 1912, 25,141,798 lbs., value \$2,423,274; same period, 1913, 23,986,882 lbs., value \$2,552,195.

Lard Compounds, etc.—July, 1913, 3,723,552 lbs., value \$324,956.

Butter.—July, 1912, 264,359 lbs., value \$59,392; July, 1913, 236,080 lbs., value \$54,894. For seven months ending July, 1912, 3,118,926 lbs., value \$774,092; same period, 1913, 1,854,056 lbs., value \$451,911.

Total, Cattle, Hogs and Sheep.—July, 1912, value \$214,210; July, 1913, value \$106,555. For seven months ending July, 1912, value \$3,201,621; same period ending 1913, value \$522,495.

Total, Meat and Dairy Products.—July, 1912, value \$9,474,698; July, 1913, value \$11,993,592. For seven months ending July, 1912, value \$76,061,136; same period, 1913, value \$81,888,304.

CENSUS OF FERTILIZER INDUSTRY.

Statistics of the fertilizer industry in the United States for 1909 are presented in detail in a bulletin soon to be issued by Director Harris of the Bureau of the Census, Department of Commerce. It was prepared under the direction of W. M. Steuart, chief statistician for manufactures.

The Census Bureau's report covers establishments making artificial fertilizers, the products being ordinarily ready for use without being subjected to further treatment. The production of certain kinds of products which are used more or less exclusively for fertilizing without further manufacture is not covered by this report. The raw materials used by fertilizer factories include animal, vegetable and mineral products, while sulphuric and other acids are employed extensively in the treatment of the basic materials. The finished products include a variety of classes, such as "complete" fertilizers, which consist of a mixture of superphosphates with both potash and ammoniates, superphosphates with or without ammoniates, concentrated phosphates and other minor classes.

The total number of establishments reported as engaged primarily in the manufacture of fertilizers in 1909 was 550, with a capital of \$121,537,451. The number of persons engaged in the industry was 21,950, of whom 18,310 were wage-earners. The total value of all products of the 550 establishments amounted to \$103,960,213, of which \$92,369,631 was the value of fertilizers proper, the amount of which was 5,240,164 tons. The

sum of \$11,882,815 was paid out for services, of which \$7,477,179 was for wages.

In 1899, 47 establishments were reported as making fertilizers, with 308 wage earners and products valued at \$891,344. The growth of the industry from census to census has been continuous and for the most part rapid, the value of products reported for 1909 being nearly 18 times as great as that for 1899. Between 1899 and 1909 the value of products increased 132.8 per cent., the number of wage earners 58.1 per cent., and the amount paid in wages 78.7 per cent. The growth of the industry was greater during this decade than in any other decade except that from 1869 to 1879.

Although reported from 34 States, the industry is largely concentrated in the Southern States, the States of the South Atlantic division alone reporting more than half of the total value of products in 1909. In this connection it may be noted that, according to the census of agriculture, much the larger part of the expenditure of farmers for fertilizer is in the South. In 1909 the farmers of the United States reported the expenditure of \$114,882,541 for fertilizers, of which \$75,752,296, or 65.9 per cent., was spent by the farmers of the South. The farmers of the South Atlantic division alone spent \$59,025,130, or more than half of the total. Most of the expenditure for fertilizers outside of the South was reported from the three northeastern divisions of the country—the New England, Middle Atlantic and East and North Central divisions.

Georgia is by far the most important State in the production of fertilizers, the value of its product in 1909 representing nearly one-sixth of the total for the country. Maryland ranks second among the States in value of products of the fertilizer industry. Florida, one of the important States in this industry, shows the greatest rate of increase in value of products between 1899 and 1909, 675.6 per cent.

In Georgia the increase was 399 per cent., and in Virginia, Alabama, North Carolina, Ohio, Tennessee, Mississippi and Connecticut the rate of increase exceeded 100 per cent. Although the percentage of increase during the decade was less conspicuous for South Carolina, this State advanced from sixth place in value of products in 1904 to third place in 1909.

In 1909, of the total number of establishments reported for the industry, 67.1 per cent. were under corporate ownership, as compared with 57 per cent. in 1904. In 1909 the value of products of these establishments represented 94.3 per cent. of the total, and in 1904, 90.8 per cent.

The reports show that 1.8 per cent. of the establishments manufactured products valued at \$1,000,000 or over in 1909, as against 1.5 per cent. in 1904. These establishments reported 16.6 per cent. of the value of products in 1909 and 15.6 per cent. in 1904. By far the greater part of the value of products of the industry, 73.8 per cent. in 1909 and 70.5 per cent. in 1904, was reported by establishments having products valued at \$100,000 but less than \$1,000,000 each. The average number of wage earners per establishment decreased from 36 in 1904 to 33 in 1909, but the average value of products per establishment increased from \$141,707 to \$189,019, and

(Continued on page 27.)

DOUBLE ATTRACTION FOR THE MEAT INDUSTRY

Packers' Convention and World's Refrigeration Congress at Chicago

Preparations for the eighth annual convention of the American Meat Packers' Association at Chicago, September 22, 23 and 24, are well under way. The plans are formed sufficiently to show that this meeting will be especially attractive, and it will be one of the most important in the history of the organization, because of its connection with the Third International Congress of Refrigeration, which is held at Chicago at the same time.

The World's Refrigeration Congress brings delegates from all over the world, including leading foreign trade authorities and high officials of foreign governments. President Wilson will receive these visitors at Washington before they go to Chicago, and Secretary of Agriculture Houston will personally open the Congress as its honorary president. The Congress programme necessarily includes addresses by many famous men, and other attractive features. The packers' programme will not conflict with it in any way; indeed, the packers' convention programme on one day will be conducted as the Food Section of the Congress. The great refrigeration exposition to be held at the same time in the International exposition building at the Stock Yards will also be a big attraction for packers.

This is all aside from the usual attractions of the packers' convention, which include a valuable business programme with distinguished speakers, and an especially interesting entertainment programme. There are separate entertainment and banquet committees, and each is vying with the other to provide novel and enjoyable entertainment. It is probable that the plans for the banquet will be announced within a few days, and they are said to promise a big surprise. Packers' banquets have set a high mark in the past, but the 1913 celebration it is promised will excel all its predecessors.

In a bulletin just issued Secretary McCarthy says concerning these plans:

The Banquet Committee for our annual convention is arranging what will probably be the most novel dinner we have ever had. Our Chicago committees have become famous for the original forms of banquets which they have arranged, but this one will probably outclass any of its predecessors.

The programme of the Entertainment Committee is not ready for announcement, but when completed will show that all of the time not occupied in business sessions will be profitably spent in various forms of entertainment.

The business programme will be the most important up to date. Owing to trade conditions and the pessimistic outlook for the packinghouse business in this country the topics to be discussed will be vital to every concern in the trade.

The following have been added to the Entertainment Committee: F. M. DeBeers, Swenson Evaporator Company; Jonas L. Pfaelzer, Louis Pfaelzer & Sons. On the Banquet Committee the name of Charles F. Healy, of the N. K. Fairbank Company, was incorrectly given in a previous bulletin.

In another bulletin Secretary McCarthy gives some convention details as follows:

Our members may not now appreciate the significance of holding our convention at the same time as the meeting of the Third International Congress of Refrigeration, but they will when the time comes. There will be delegates to this Congress from all parts of the world to the number of two to three

thousand. It will be held under the auspices of the United States Government, the President of the United States will be the patron of it, and the Secretary of Agriculture will be the honorary president. All phases of refrigeration will be discussed by the greatest experts in the world, and this meeting will probably be the most important of all the conventions held in this country this year.

It has been arranged that the Food Section will be incorporated with our own meeting on Tuesday afternoon, September 23, and our president, Mr. Gustav Bischoff, Sr., will preside over the Congress on that day. The programme for the Food Section on that day has been arranged to include only packinghouse topics referring to refrigeration, and some of the world's greatest authorities will discuss packinghouse refrigeration in all of its ramifications.

Other meetings of the Food Section will be held on other days and the Congress will certainly be an added attraction to our members, and a further reason why they should be sure to attend our annual meeting.

Meat Packers Meet

at the 8th Annual Convention
of the

American Meat Packers' Association

at the Hotel Sherman

Chicago, Sept. 22, 23, 24

DON'T MISS IT!

The World's Refrigeration Congress and Exposition will be held in Chicago at the same time.

NEW MINN. OLEOMARGARINE LAW.

The oleomargarine law passed by the last Minnesota legislature became effective August 1. Its enforcement is delegated to the state dairy and food department. While the new law is not radically different from the old statute, it is much more comprehensive in its terms and definitions, and it is believed by the butter interests that it will have a tendency to make the enforcement of the laws relating to "artificial" butter much easier; that is, it will restrict such sales and thus benefit butter prices.

The principal changes are in sections 1 and 3 of the new law. The first section is copied after the New York act, which has been successful. It not only prohibits the sale of oleomargarine as such without proper labels, but prevents the sale of any "commodity or substance in imitation of butter, the product of the dairy," without due notice being given to the purchaser that the substance contains.

The law provides that the color of oleomargarine must at least be 55 per cent. white. The law is very specific as to the labels that must be attached to packages of

oleomargarine. The word itself must be printed with 36-point boldface gothic capitals, and directly under it in 8-point type of the same character must be printed the exact ingredients of the package.

RAILROADS' LIVESTOCK LIABILITY.

Packers and livestock shippers are interested in the question of the amount of liability of railroads for livestock losses en route. Increased livestock cost has made the rate the railroads agree to pay for losses too low, and the trade is anxious to have it brought up to a parity with existing livestock market prices. An attempt will be made to induce the railroads to agree to a change in the rates specified in the uniform liability livestock contracts made by them with shippers. A bulletin on this subject issued this week by Secretary George L. McCarthy of the American Meat Packers' Association says:

We have made representations to the trunk lines, east and west, that the amount stipulated in the "Uniform Limited Liability Livestock Contract" is too low under existing market prices. These rates were made several years ago when livestock was selling at about one-half the present rate and should be increased.

Upon our representations, the "Uniform Bill of Lading Committee," Mr. C. C. McCain, chairman, 143 Liberty street, New York, will give consideration to this proposition at a meeting which has been called for the last week in August.

It is desirable that you have your transportation manager get into touch with your trunk line officials, from which you are receiving and shipping stock, with a view to urging a clause in this contract which will permit of claims on existing market prices. I think it desirable, however, to bear in mind that the railroads might make the increase on claims and to offset it increase the rates on livestock, though this would be extremely dangerous on their part in view of the existing high prices of meat food products.

Please give this your immediate attention and have your transportation manager urge your trunk line officials to vote for an increase in the valuation.

PENN. COLD STORAGE LAW TEST.

The new Pennsylvania State cold storage law went into effect last week, and Food Commissioner Foust announces that he will prosecute all cold storage warehouse men who do not take out a license and comply with the provisions of the law. A number of seizures have already been made under the law.

It is stated that three Philadelphia grocery firms will test the constitutionality of the act, particularly as it relates to labeling. It is said that these companies have decided not to label storage goods according to the requirements of the new statute, but that they would label goods "wholesome cold storage goods after April 1, 1913." This is a violation of the new law, which requires that cold storage goods bear on the label the exact date upon which they were placed in and withdrawn from storage.

EXPORTS OF MUTTON ARE GROWING.

Exports of domestic mutton for the twelve months ending with June, 1913, are reported by the Department of Commerce as 5,296,019 lbs., compared to 2,595,543 lbs. a year ago and 2,160,259 lbs. two years ago. Most of this mutton goes to nearby countries, like the West Indies, etc.

PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

TROUBLE WITH BONES IN TANKAGE.

A renderer in the Middle West writes as follows:

Editor The National Provisioner:

I am having trouble with bones from country slaughterhouses. They are just rotten enough so that the toes come off of the feet, some a little more decayed and some less. The heads have some tissue on them. I have cooked three tanks and cannot dry them. It sticks to the sides and bottom of the dryer and forms great balls that I cannot get out of the dryer.

The first tank I cooked $2\frac{1}{2}$ hours; the second $1\frac{1}{2}$ hours, and the third one hour, with 55 to 60 pounds of steam, and none of it will dry. I cook everything for fertilizer; that is, I make no raw bone. I would like to know how to handle this so it will work right, and also if a very thick tank water will hold grease and not let it float. I do not evaporate the tank water.

Evidently your tankage contains too high a percentage of grease, in the first place. We would also conclude from your letter that you probably overload your tanks and do not use enough water. Also we would suggest that you try a pressure of about 40 pounds of steam and cook the material longer, say 6 to 8 hours. And your raw material should be crushed or partially disintegrated prior to putting into the tanks.

Your slush boxes should be fitted with steam coils and the tankage kept hot, so that all the grease possible may be skimmed off before draining the tankwater off, which should be run to a receiver fitted with steam coils and the water further heated and skimmed, after which the water should be evaporated, thus recovering everything of value derivable from your raw material. After the water has been thoroughly drained

from the solids in the slush box, the tankage, while as hot as possible, should be thoroughly pressed in a regular tankage press, making the cakes not too thick. The press water contains considerable grease, which should be recovered.

It is also possible that you overload your dryer, which should not be done to give satisfactory results. Give your dryer a thorough cleaning, using live steam and a good detergent, such as "Wyandotte" cleaner and cleanser.

We think if you follow the foregoing instructions you will have no trouble.

When loading your tanks put bones and such material in the bottom, which will allow easy passage of the steam and the material will not lie in a solid mass, forcing the steam around the sides instead of going through the entire mass. The partial disintegration of raw material of any kind whatsoever to be rendered helps to release the grease and aids the process in every respect wonderfully.

If you still have trouble of any kind after following our directions we will gladly go further into the matter for you. Give all particulars when writing.

HANDLING SHEEP PELTS.

A slaughterer in New England writes as follows:

Editor The National Provisioner:

We are about to receive some spring lambs, our first large consignment, and would like some information concerning the handling of the skins. What brings the highest prices? We notice that there is a market for "pulled wool" and would like to know what kind of wool goes into that particular grade, and how to get it from the pelts after the pelt is removed from the lamb. Any information concerning the handling of the pelts would be greatly appreciated.

In the first place, as you are a killer of sheep and not a tanner, we should advise you to sell your pelts with the wool on. Pelts should be taken off so that the "fell" is not broken on any part of the carcass, which if done disfigures the pressed carcass. Nor should the pelt be scored in any part. Strict attention to these matters pays.

Sheep should be as dry and clean as pos-

sible before killing, and if they are wet and dirty when received a liberal amount of dry sawdust on the floors of the pens will materially help in drying and cleaning them. Pelts should not be thrown around or piled up on a dirty wet floor when removed from the carcass, but taken at once and spread on a clean dry floor in a room as cold as possible—not necessarily refrigerated, however.

Pelts with the wool on should be spread singly, flesh side up, until thoroughly cooled, say overnight, when they are ready for the pack. Packs usually should not exceed $2\frac{1}{2}$ feet in height on account of heating. Fine salt is used and every part of the flesh side is well salted—paying attention to the extremities as well as the body of the pelt.

The pelts are placed in the pile flesh side up, and are usually overhauled in a week, especially if there is any danger of heating. In overhauling, the pack should be rebuilt so that the bottom pelts come on top of the overhauled pack. They should be ready for shipment in two weeks.

If convenient, it pays to dispose of sheep pelts in a green state. Wool pullers and tanners prefer to receive them in this state.

Heating in the pack must not be allowed under any circumstances. Shorn pelts of course are not nearly as liable to heat as wool pelts. However, both should be thoroughly chilled or cooled off prior to salting.

Depilating pelts—that is, pulling the wool—is a ticklish proposition for an inexperienced operator to undertake. There is a chemical preparation on the market which is used as a paint on the flesh side of the pelt, and which loosens the wool for the puller. Before being treated with the preparation, however, the pelts are soaked and washed to remove all salt and dirt, and then put through a wringer to remove the water from the wool, or drained over wooden horses—a much slower process. The depilating preparation takes about 24 to 30 hours to effect the easy removal of the wool by hand from the skin. The wool as soon as removed should be dried by machine or on wire netting over steam pipes. The skins must be handled at once and not allowed to lie around in piles.

How Far Away Is New Zealand?

What is said to be the first evaporator ever sold for recovering fertilizer from tank water in New Zealand was recently ordered from us by the Christchurch Meat Co., Christchurch, New Zealand. The apparatus is of the usual double-effect type, and shows a lively appreciation, even at that distance from the source of supply, of the value of machinery which will recover this by-product.

That it will pay a concern, even thousands of miles away from the factory, to install an evaporator for tank water is made evident by the experiences of prominent packers nearer home, one of whom estimates an annual profit from this source alone amounting to very much more than the entire cost of his machine. This is an interesting sidelight on the "doubting Thomas" attitude of many of the American packing fraternity, some of whom appear to have come from the much abused state of Missouri.

Write us today.



SWENSON EVAPORATOR CO.

(Formerly American Foundry & Machinery Co.)

945 Monadnock Block

CHICAGO

49-31

THE NATIONAL PROVISIONER

New York and
Chicago

Official Organ American Meat Packers'
Association.

Published by

The Food Trade Publishing Co.

(Incorporated Under the Laws of the State of New York)

at No. 116 Nassau St., New York City.

GEORGE L. MCCARTHY, *President.*

HUBERT CILLIS, *Vice-President.*

JULIUS A. MAY, *Treasurer.*

OTTO V. SCHRECK, *Secretary.*

PAUL I. ALDRICH, *Editor.*

GENERAL OFFICES

No. 116 Nassau St. (Morton Building), New York,
N. Y.

Cable Address: "Sampan, New York."

Telephone, No. 5477 Beekman.

WESTERN OFFICES

Chicago, Ill., 906 Postal Telegraph Building.

Telephone, Harrison 1553.

Correspondence on all subjects of practical interest to our readers is cordially invited.

Money due THE NATIONAL PROVISIONER should be paid direct to the General Office.

Subscribers should notify us by letter before their subscriptions expire as to whether they wish to continue for another year, as we cannot recognize any notice to discontinue except by letter.

TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year (21 m.) (26 fr.)	5.00
Single or Extra Copies, each .....	.10

AMERICAN MEAT PACKERS' ASSOCIATION.

President, Gustav Bischoff, Sr., St. Louis Independent Packing Co., St. Louis, Mo.
Vice-President, O. H. Ogden, Pittsburgh Provision & Packing Company, Pittsburgh, Pa.
Secretary, George L. McCarthy, The National Provisioner, New York.
Treasurer, Chas. E. Roth, J. C. Roth Packing Co., Cincinnati, O.

Executive Committee: James Craig, Jr., Parker, Webb & Co., Detroit, Mich., chairman; J. J. Fellin, J. J. Fellin & Co., Inc., Philadelphia, Pa.; Sydney B. Sinclair, T. M. Sinclair & Co., Cedar Rapids, Iowa; Charles A. Klineck, Klineck Packing Co., Buffalo, N. Y.; J. Fred Shafer, Jacob C. Shafer Co., Baltimore, Md.; R. Mannheim, Evansville Packing Co., Evansville, Ind.; N. O. Newcomb, Lake Erie Provision Co., Cleveland, Ohio; F. T. Fuller, Wilson Provision Co., Peoria, Ill.; James S. Agar, Western Packing & Provision Co., Chicago, Ill.

HEDGING

The proponents of free trade as a solution of the problem of high meat prices have begun to "hedge." No less a personage than Chairman Oscar W. Underwood of the Ways and Means Committee of the House of Representatives, after whom the pending tariff revision bill is named, gave an interview to the newspapers the other day in which he declared that "present lack of foreign supplies of meat and cattle would prevent the new tariff from ameliorating the threatened meat famine."

Congressman Underwood is a "statesman," if anybody in Washington at present is entitled to that designation. He is not a demagogue, and he is not given to talking

for publication. When he says anything he generally has ground for his statement, and he usually talks with an object.

His object in this instance is manifest. His party was voted into power a year ago largely upon its promises to ameliorate high living cost and other objectionable conditions by a revision of the tariff. Mr. Underwood and the other campaign orators of his party—not excepting Professor Wilson—made a great point of the reduction of meat prices and the increase of meat supplies which they promised as a result of putting livestock and meats on the free list.

Now we have Mr. Underwood, the author of the tariff revision bill and the leader of his party in Congress, admitting in a voluntary interview that free cattle and meats will not achieve the result promised. It is true that he qualifies his statement with the declaration that "ultimately the free meat and free cattle clauses will reduce prices." But "ultimately" is a long way off, and makes a mighty poor meat substitute for the hungry consumer. The point is that the advocates of free meats are shifting their ground as the logic of events proves the fallacy of their political arguments. As fast as one line of entrenchments proves untenable they retreat to another.

The National Provisioner has insisted, from the very beginning of the free meat agitation, that putting meats on the free list would not remedy the shortage or reduce prices. The trouble lies deeper, and even the politicians are forced to admit it. The shortage is world-wide. The meat is not being produced anywhere in sufficient quantity to satisfy consuming demand.

The mere fact that there may be vast unoccupied areas in various parts of the world suitable to meat production does not guarantee that such areas will produce the required meat supply within the present generation. The United States possesses within its borders facilities for meat production sufficient to meet its home demands to the full, and still leave a surplus for the export trade. But until these facilities are utilized the meat shortage will continue. The effort must be in the direction of scientific and intense meat production at home, and it is in that direction that our benevolent government might well direct its energies.

So far as our meat problem is concerned tariff reform is but a will-o'-the-wisp. Mr. Underwood seems to be finding it out.

SANITARY TANKAGE HANDLING

Packers and renderers are constantly and increasingly interested in the tankage proposition, as a money-saver and a money-maker. A feature which adds to the importance of the matter is the growing agitation for the sanitary handling of offal around a packing or

rendering plant, especially where the plant is located in a residential neighborhood or in a congested city locality.

In discussing this phase of the proposition an expert made this prediction the other day in writing to The National Provisioner: "The sanitary handling of tankage and garbage is something that will have to be taken account of in our cities, owing to the demand for reform in health regulation. This agitation is increasing, and we might as well be prepared to meet and satisfy it, and put ourselves in the front rank of the reformers. It will pay us in the end to do it, and it will help to inspire public confidence in us."

Packers have done their best to co-operate with the government in the establishment and enforcement of adequate meat inspection regulations. In local health and sanitation matters the trade can well follow the same pattern, and see to it that their tankage equipment is such that no fault can be found with it from a sanitary standpoint, or that no criticism can be leveled at the plant as a public nuisance. Machinery and equipment is made today, both in small and large units, with which tankage can be treated so as to make the process entirely unobjectionable to the neighborhood. Those who treat tankage would do well to spend a little time looking into this phase of the matter.

OLEOMARGARINE SALES GROW

The report of the Commissioner of Internal Revenue for the fiscal year ending June 30 shows that the production of oleomargarine increased in one year from 126,251,203 pounds to 143,157,238 pounds, or very nearly 17,000,000 pounds. Despite the handicap of taxation on the product itself and the license that is charged wholesalers and retailers, oleomargarine is steadily making its way in the markets. The high cost of butter has, of course, had something to do with this increase, but a greater reason is the fact that the public is awakening to the fact that it is a product which is meritorious in itself and because of the rigid inspection given it by the government it is a more wholesome product than butter. Though it has not been extensively advertised by its makers, consumers of it have found that it is as palatable and as nutritious as butter, and where they have learned that it is prepared under the most sanitary conditions they have become steady patrons of it.

With the tax and high license features removed, there is no question but that the consumption of oleomargarine would be greatly increased, and at the same time without decreasing the consumption of butter, because under the circumstances our supply of butter is so limited that all of it will be used.

TRADE GLEANINGS

The plant of Morris & Company at Omaha, Neb., was again damaged by fire on August 14.

A fertilizer factory will be established at Brewton, Ala., by Robbins & McGowin Company.

The Farmers' Cotton Oil Company, Wichita Falls, Tex., will build a six-press cold press cottonseed oil mill.

The D. B. Martin Company, Baltimore, Md., has awarded contract for the erection of a fertilizer plant.

The hull and meal house of the Buckeye Cotton Oil Mill Company at Macon, Ga., has been destroyed by fire.

The Planters' Oil Mill of Blacksburg, Ga., has been incorporated with a capital stock of \$10,000 by J. L. Walker and others.

The Porter Cotton Oil Company, Birmingham, Ala., has been incorporated with a capital stock of \$10,000. L. M. Porter is president.

The Mineola Cotton Oil Company, Mineola, Tex., has been incorporated with \$60,000 capital stock by C. Wiley, E. E. Carlton and R. Geigfeld.

H. Cunningham, W. W. Smith and B. L. Spencer have incorporated the Lewisville Cotton Oil Company, Lewisville, Tex., with \$25,000 capital stock.

The Planters' Cotton Seed Oil Company, Rocky Mount, N. C., has changed its name to the Cotton Oil and Fertilizer Company. E. L. Daughtridge is president.

The Enos T. Jones Soap Company at Jersey City, N. J., has been destroyed by an explosion, during a fire which destroyed four blocks of buildings on August 20.

The Pinehurst Fertilizer Company, Pinehurst, Ga., has been incorporated with a capital stock of \$10,000 by G. W. Fullington.

M. C. Pavey and others. A 100-ton mixing plant will be erected.

J. A. Parker of Parina, Mo., is promoting the establishment of the largest cattle ranch in the Mississippi Valley. It is reported that it will be established in Concordia Parish, a few miles below Natchez, Miss.

DeWinter & Stewart of Walden, N. Y., has been incorporated with \$100,000 capital stock to deal in live and dressed meat, manufacture ice and operate a cold storage plant. J. C. DeWinter of New York City is one of the directors.

MEAT INSPECTION CHANGES.

The federal meat inspection authorities announce the following changes in the meat inspection service:

Meat inspection inaugurated: Armour & Company, 319-323 West Front street, Texarkana, Tex.; The Henry Muhs Company, Monroe street and Central avenue, Passaic, N. J.; George Egner, 67 Central avenue, Jersey City, N. J.; Chas. A. Sweet Provision Company, 813-815 Spruce street, St. Louis, Mo.

Meat inspection discontinued: Armour & Company, 115-117 Franklin street, Scranton, Pa.; Louis Stutz Sons, 108 West avenue, Brooklyn, N. Y.; Louis Stutz Sons, 815 Broadway, Brooklyn, N. Y.; C. Bono, 611 West Division street, Chicago, Ill.; Albert Herr & Son, Annville, Pa.

NEW BROKERAGE CONCERN.

A new broker in cottonseed products and fertilizer materials is A. A. Frierson, who for twenty years has been known to the trade. Mr. Frierson has opened an office to conduct a general brokerage business, handling no products on his own account, in Third National Bank building, Atlanta, Ga.

Some of the best men in the business have obtained their present positions through a little "Wanted" advertisement on page 48 of The National Provisioner.

SAUSAGE AND CASINGS TRADE.

Imports of bologna sausage are reported by the Department of Commerce as follows: June, 1913, 85,434 lbs., compared to 41,677 lbs. in June, 1912. For the year ending with June, 1913, 728,469 lbs., compared to 971,775 lbs. for the previous year. Exports of domestic sausage of all kinds for June, 1913, amounted to 889,552 lbs., compared to 871,754 lbs. in June, 1912. For the year ending with June, 1913, exports totaled 8,011,318 lbs., compared to 8,036,591 lbs. for the previous year, and 4,716,610 lbs. two years ago.

Imports of duty-free sausage casings for June, 1913, were 304,288 lbs., compared to 168,702 lbs. in June, 1912. For the year ending with June, 1913, duty-free sausage casings amounting to 4,569,944 lbs. were imported, compared to 4,923,768 lbs. a year ago. Domestic sausage casings exported in June, 1913, amounted to 1,836,241 lbs., compared to 1,663,294 lbs. in June, 1912. Exports of domestic casings for the year ending with June, 1913, totaled 26,263,391 lbs., compared to 36,496,326 lbs. in the previous year.

PROPOSAL.

PROPOSALS FOR FLOUR, OATS, DRIED FRUIT, ETC., Department of the Interior, Office of Indian Affairs, Washington, D. C., August 12, 1913. Sealed proposals, plainly marked on the outside of the envelope: "Proposal for flour, oats, dried fruit," etc., as the case may be, and addressed to the "Commissioner of Indian Affairs, Sixteenth and Canal Streets, Chicago, Ill.," will be received until 2 o'clock p. m. of Tuesday, September 16, 1913, and then opened, for furnishing the Indian Service with canned goods, cornmeal, cracked wheat, dried fruit, feed, flour, hominy, oats, rolled oats, etc., during the fiscal year ending June 30, 1914. Bids must be made out on Government blanks. Schedules giving all necessary information for bidders will be furnished upon application to the Indian Office, Washington, D. C., the U. S. Indian Warehouses at New York City, Chicago, Ill.; St. Louis, Mo.; Omaha, Neb.; and San Francisco, Cal. The Department reserves the right to reject any and all bids, or any part of any bid.

CATO SELLS, Commissioner.

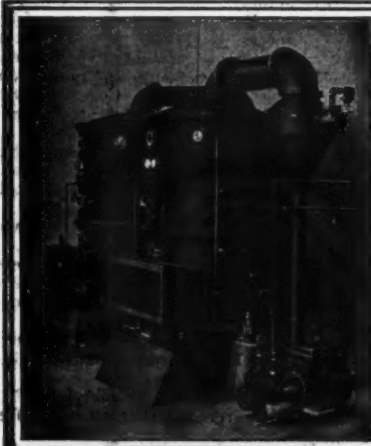
Improved System of Rendering.
4 Machines in 1.
More Profits—Less Expense.
Ask for Catalog A. Cost Low.

THE LIESINGER COMPANY, Inc.
Buffalo, N. Y.

PACKERS who buy our SPECIAL HAM PAPER for smoked meat wrapping and Lard Liners, get the GREATEST VALUE the market offers.

WRITE US FOR PLAIN OR PRINTED SAMPLES

Hartford City Paper Company - Hartford City, Indiana



KEEP YOUR EYE ON

The Zaremba Patent Evaporator

For TANKWATER and GLUE

Built in all sizes from 100 to 10,000 gallons per hour

We offer, not the excellence of yesterday, but the excellence of today

THE WISE PACKER investigates and buys from

ZAREMBA COMPANY Buffalo, N. Y.

(New York Office, 708 Singer Annex)

FOR PURCHASING DEPARTMENTS

TO FILL ORDERS FOR HAM STRINGS.

Edward Corner, of No. 1080 Beach street, Philadelphia, who is a leading purveyor of ham strings to the trade, reports that he is ready to fill all orders, in spite of a fire which totally destroyed his warehouse a few days ago. He had nearly 50,000 pounds of manila rope ham strings ready for shipment when the fire took place, and all were consumed. But Mr. Corner has opened another warehouse in the same locality and is ready to receive and fill promptly all orders.

"BEAUTY" FIXTURES ON DISPLAY.

The master butchers of Cincinnati had their outing at Chester Park Thursday, August 14, and it was a great success. Mr. Sucher, one of the "live wires" of the organization, was chairman of the Entertainment Committee. He induced the Cincinnati Butchers' Supply Company to put some of their "Beauty" fixtures on display. How much this was appreciated by the butchers was shown by the sale of every piece on display. That surely was "going some." The Cincinnati Butchers' Supply Company presented their friends with one-piece coat hangers as souvenirs, which occasioned much amusement among the visitors.

MORE TRADE BY MOTOR DELIVERY.

"I should worry about my Kissel-Kar Truck," says Mr. Swister, of Raue & Swister, Milwaukee, caterers. "With horses it took me six good long days every week to get around to my customers. Now I serve my city trade easily in four days and the other days I deliver at the summer resorts within a radius of fifty miles. I have increased my trade forty per cent., and get home early enough in the day to do my own packing for the next day's delivery, thus dispensing with the services of one cellar man, deliver my goods in better condition, and serve my customers more satisfactorily. My average daily run is ninety miles."

A PRACTICAL EVAPORATOR EXHIBIT.

For the combined World's Refrigeration Congress and convention of the American Meat Packers' Association in Chicago in September the Swenson Evaporator Company is installing as its exhibit two of the world-renowned Swenson evaporators, both of commercial size and both partially open to show construction.

It was considered unnecessary to show these machines in operation to men who are so thoroughly familiar with them. Some points in the construction, however, which are not visible from the outside and not clearly brought out in the daily use of the apparatus, were deemed worthy of careful attention. It is these points which make for long-continued and uninterrupted service in apparatus of this character, and account for the fact that many Swensons which have been in continuous use for fifteen or twenty years or more are still capable of giving full service for an undetermined period yet to come.

One of the evaporators exhibited is of the horizontal type, designed for concentrating tankwater and recovering the ammoniates

for use as fertilizers. The other evaporator, designed specifically for distilled water, has vertical tubes and an unusually vigorous circulation. This type of evaporator is one used largely in artificial ice-making.

The Swenson Company reports that it has been found possible to get rid of the air in the ice, so common a failing with certain types of apparatus, and also that as the distilled water never touches iron, it is impossible in this equipment to get "red ice." In other words, the product is a clear, transparent, colorless, tasteless and odorless ice.

FRICK ICE MACHINE SALES.

Since their last report the Frick Company of Waynesboro, Pa., report having closed contracts as follows for refrigerating and ice-making machinery:

John Hague Engineering Company, refrigerating engineers, St. Louis, Mo., six-ton vertical refrigerating machine.

C. A. Elster, real estate, Springville, Cal., one-ton improved flooded freezing system.

Geo. G. Powning, advertising agent, New Haven, Conn., 160-ton horizontal duplex refrigerating machine and brine coolers for use in ice making.

H. Hivner Clark, restaurant, etc., Mechanicsburg, Pa., three-ton vertical refrigerating machine, and 1,000-pound freezing system.

Washington Packing Company, Washington, Pa., brine piping for hog cooler.

Delaware Freezing Company, Philadelphia, Pa., ammonia condensers and double pipe distilled water coolers.

Hotel Thorndyke, Boston, Mass., 10-ton refrigerating compression side, with vertical machine, 2½-ton freezing system and storage piping.

Alabama Packing Company, Birmingham, Ala., 30-ton vertical refrigerating machine, 11-ton improved flooded freezing system, 11-ton distilling system and storage piping.

Dodwell & Company, Ltd., exporters, New York City, N. Y., 58-ton vertical refrigerating machine, 30-ton freezing system, 30-ton distilling system, and 30-ton boiler system, for Germann & Company, Ltd., Manila, P. I.

War Department, U. S. Engineer's office, Vicksburg, Miss., six-ton vertical refrigerating machine, two-ton improved flooded freezing system, distilling system and storage piping, for use in building at Riverton, La.

G. A. Wegner Construction & Engineering Company, Rochester, N. Y., two 20-ton vertical refrigerating machines, for Marion Cold Storage Company, Marion, N. Y.

T. T. Keane Company, wholesale and retail meats, Washington, D. C., direct expansion piping for meat room.

Guggenheim Brothers, meat packers, Chicago, Ill., 35-ton horizontal refrigerating machine and storage piping, for use in packing house.

Kaufman Beef Company, butchers, Baltimore, Md., 15-ton refrigerating plant, with vertical machine, ½-ton freezing system and storage piping, for use in slaughterhouse.

Steelton Store Company, Ltd., Steelton, Pa., 30-ton vertical refrigerating machine and triple pipe brine cooling system, for use in ice factory.

San Antonio Machine & Supply Company, San Antonio, Tex., 14-ton vertical refrigerating machine and 3½-ton freezing system for Creamery Dairy Company, San Antonio, Tex.

Keiths, Limited, engineers and contractors, Toronto, Can., three-ton compression system, with vertical machine, to be installed in Joseph Kilgour's residence, Englington, Ontario, Can.

Illinois Dairy Company, Springfield, Ill., 30-ton vertical refrigerating machine, five-ton improved flooded freezing system, brine cooling system and brine and ammonia piping.

State of California, Department of Engineering, Sacramento, Cal., 15-ton vertical refrigerating machine, three-ton raw water improved flooded freezing system, storage piping and brine cooling system, to be installed in State prison, San Quentin, Cal.

C. A. Barbour, oil line, Houston, Tex., three-ton vertical refrigerating machine and storage piping, to be installed on Major Slack boat, plying oil trade in Mexico.

The United States Aluminum Company, New Kensington, Pa., 10-ton vertical refrigerating machine, for use in works at New Kensington, Pa.

Kolbe Fish Company, Erie, Pa., 30-ton vertical refrigerating machine.

Keiths, Limited, engineers and contractors, Toronto, Can., six-ton vertical refrigerating machine for A. F. MacLaren & Son, Toronto, Can.

Board of Trustees, State Charitable Institutions, Little Rock, Ark., 10-ton vertical refrigerating machine, four-ton freezing system and brine piping, for use in Confederate Home.

Exmore Ice & Storage Company, Exmore, Va., 50-ton vertical refrigerating machine, 10-ton improved flooded freezing system, distilling system, boiler system and storage piping.

Geo. G. Powning, advertising agent, New Haven, Conn., direct expansion piping, etc., for use in ice plant.

Joseph Baker & Sons, Ltd., engineers, London, Eng., 10-ton vertical refrigerating machine.

The Von Hamm-Young Company, Ltd., importers, commission and machinery merchants, Honolulu, T. H., 28-ton horizontal refrigerating machine, three-ton improved flooded freezing system and storage piping, for Lihue Ice & Electric Company, Port Allen, Kauai.

Walker-Moore Company, wholesale grocers, San Antonio, Tex., six-ton vertical refrigerating machine and storage piping.

Southern Utilities Company, Jacksonville, Fla., 50-ton vertical refrigerating machine and 20-ton improved flooded freezing system, for J. G. White Management Corporation, New York, N. Y., to be installed for Arcadia Ice & Electric Company, Arcadia, Fla.

Southern Utilities Company, Jacksonville, Fla., 70-ton improved flooded freezing system, for J. G. White Management Corporation, New York, N. Y., to be installed for Fort Myers Ice & Electric Company Fort Myers, Fla.

The Von Hamm-Young Company, Ltd., importers, commission and machinery merchants, Honolulu, T. H., 60-ton cross compound horizontal refrigerating machine, for Oahu Ice & Electric Company, Ltd., Honolulu, T. H.

South Atlantic Gulf & Lake Okesechobee Fisheries Corporation, Miami, Fla., 50-ton vertical refrigerating machine, 25-ton improved flooded freezing system, 30-ton distilling system and 30-ton boiler system, for use in ice factory.

John Hague Engineering Company, refrigerating engineers, St. Louis, Mo., three-ton vertical refrigerating machine, for Hassen-deubel Commission Company, St. Louis, Mo.

John Hague Engineering Company, St. Louis, Mo., six-ton vertical refrigerating machine, for St. Louis Country Club.

John Hague Engineering Company, St. Louis, Mo., six-ton vertical refrigerating machine, for Jno. G. Schuler, meat, Mt. Carmel, Ill.

Hagerstown Ice Company, Hagerstown, Md., ammonia condensers, etc.

Frank F. Block Company, manufacturers crackers and confectionery, Atlanta, Ga., 20-ton vertical refrigerating machine and storage piping, for use in candy factory.

Albion Ice & Cold Storage Company, Ltd., Montreal, P. Q., direct expansion piping, for use in cold storage.

R. W. Haham, contractor, Brooklyn, N. Y., 10-ton horizontal refrigerating machine, for H. Kennan, florist, Brooklyn, N. Y.

ICE AND REFRIGERATION

NEW CORPORATIONS.

Enslay, Ala.—The Steel City Ice Company has been incorporated with a capital stock of \$3,000. F. J. Lange is president.

Tarpon Springs, Fla.—I. B. Read, J. K. Cheyney and others have incorporated the Citizens' Ice & Light Company with \$25,000 capital stock.

St. Albans, W. Va.—The Campbell Ice Company has been incorporated with a capital stock of \$25,000 by J. W. Campbell, M. G. Campbell and others.

Los Angeles, Cal.—E. A. Forrester, F. W. Forrester and others have incorporated the California Pre-cooling Company with a capital stock of \$100,000.

Brooklyn, N. Y.—The Bay Ridge Pure Ice Company has been incorporated with a capital stock of \$150,000 by A. R. Piper, E. W. Redes of Brooklyn and J. L. Plock of New York City.

Waldon, N. Y.—DeWinter & Stewart have incorporated with \$100,000 capital stock to deal in live and dressed meat, manufacture ice and operate a storage plant. J. C. DeWinter of New York City, W. M. Stewart of Brooklyn and O. L. Holcomb of Roseville, N. J., are the directors.

ICE NOTES.

Parks Ferry, Ky.—W. F. Clark and others will establish an ice plant.

Apalachicola, Fla.—The machinery has arrived for the ice and refrigerating plant.

Chipley, Fla.—The Chipley Light & Power Company contemplates installing a 10-ton ice plant.

Burnet, Tex.—The Burnet Roller Flour Mill contemplates the installation of a 5-ton ice plant.

Orlando, Fla.—The capacity of the plant of Orlando Ice Company will be increased to 60 tons.

Lake Worth, Fla.—Percy Hagerman has been granted a franchise to erect ice, light and water plants.

Fort Myers, Fla.—The Southern Land and Improvement Company contemplates establishing an ice factory.

Long Branch, N. J.—The Monmouth Ice

Company is having plans prepared for the enlargement of its plant.

Cumberland, Md.—The German Brewing Company will install a 100-ton ice plant and enlarge its cold storage plant.

High Point, N. C.—It is reported that Geo. E. Brett, of Indianapolis, Ind., will erect an ice and cold storage plant here.

Sebago Lake, Me.—The plant of the Sebago Lake Ice Corporation has been destroyed by fire. Loss is estimated at \$10,000.

Paris, Ky.—The Paris Ice Manufacturing Company will erect an addition to its plant and install machinery having a capacity of 30 tons.

Iola, N. Y.—A contract has been let by the Board of Supervisors for the erection of a refrigerating plant at the Iola sanitarium to cost \$3,550.

Weuatchee, Wash.—M. Morgan, representing Los Angeles capitalists, is having plans prepared for the erection of a \$300,000 refrigerating, cold-storage pre-cooling and ice plant, to be erected on the C. & O. nursery property.

Boston, Mass.—The capacity of the new storage plant to be built on the new fish pier at South Boston will enable that port to handle 18,000,000 pounds of fish. The ice plant in connection will manufacture 280 tons a day.

CALCULATING REFRIGERATION REQUIRED.*

(Concluded from last week.)

(5) Further, the cooling machine if in-

*From the Report of the Committee on Refrigeration of the National Electric Light Association, Chicago Convention, June, 1913.

LOSS OF HEAT FROM PIPES.

Transmission in B. t. u. per 24 hours, per lineal foot for one degree Fahr. temperature difference between inside and outside of:

Size of Pipe, in.	Bare Pipe. O. D. in B. t. u.		Cold Water Cork Cover. O. D. in B. t. u.		Ice Water Cork Cover. O. D. in B. t. u.		Standard Brine Cork Cover. O. D. in B. t. u.	
1/2	0.84	9.50	2.62	5.76	3.25	3.84	4.25	3.37
3/4	1.00	11.88	2.85	6.00	3.75	4.00	4.75	3.53
1	1.31	14.81	3.31	6.39	4.25	4.26	5.31	3.73
1 1/4	1.66	18.77	3.75	7.17	4.62	4.78	6.31	3.87
1 1/2	1.90	21.49	4.00	7.90	4.75	5.27	6.90	3.96
2	2.37	26.80	4.62	8.82	5.31	5.88	7.25	4.44
2 1/2	2.87	32.46	5.12	10.47	5.62	6.98	7.87	4.84
3	3.50	39.58	5.62	10.95	6.62	7.30	8.87	5.20
3 1/2	...	45.24	...	...	...	7.82	...	5.46
4	...	50.89	...	...	...	8.29	...	6.21

ICE HANDLING MACHINERY

FOR

PACKERS

For Natural and Manufactured

ICE PLANTS

Economical—Efficient

Let Us Recommend the Proper Equipment for Your Needs

ICE TOOLS

Large Variety
Large Stock

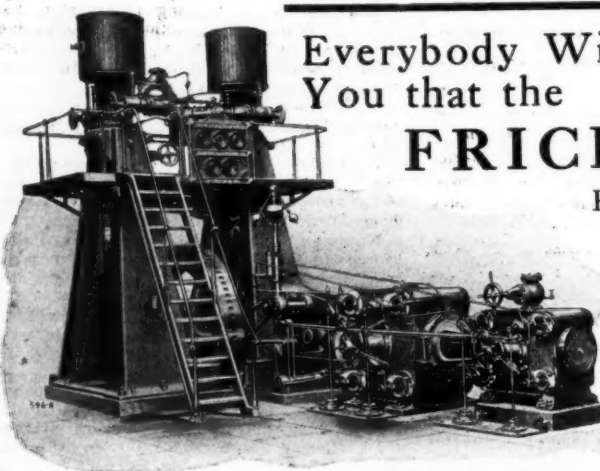
Send for
1913 Catalog

Gifford Wood Co.

HUDSON, N. Y.

Boston, Mass.

Chicago, Ill.



Everybody Will Tell
You that the
FRICK

Refrigerating
Machine is
the best you
can buy—
everything
considered.
Let us get
better ac-
quainted.

Send for our Catalogue on Refrigeration—It may be our Ammonia Fitting Catalogue is what you need. No matter what you require for refrigeration you can get it quick from

FRICK COMPANY :: Waynesboro, Pa.

PURITY IS ESSENTIAL IN AMMONIA

For nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. **Send for Free Book**

HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.

Refrigeration Required.

Mechanical refrigeration as applied to cooling water and milk usually has one feature different from other classes of refrigerating work. This is the fact that a large quantity of cooling effect is called for in a brief interval of time. For instance, in a drinking water system the heaviest requirements may come at the noon hour. In a bakery also the demand for chilled water will be intermittent, a large quantity of water being required for the dough mixing. In dairy work the milk must be cooled very rapidly to check the development of bacteria, which grow with incredible rapidity within the temperature range from 110 to 50° Fahr.

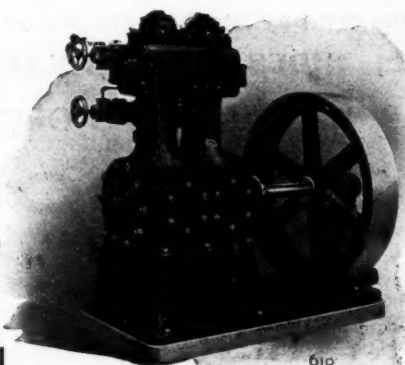
To install a refrigerating machine large enough to produce the required cooling effect, as it is needed, would call for a very large machine in most cases. This is overcome by using a smaller machine and allowing it to operate for a longer time, say, throughout the day, storing the refrigerating effect produced by cooling a large body of brine or melting the ice as rapidly as may be required. For instance, if 100 cans of milk (40 quarts each) are to be cooled from, say, 75 to 35° in one hour, the refrigeration required will be 100 cans \times 40 qts. \times 2.15 lb. per qt. \times (75° - 35°) = 344,000 B. t. u. Note: The milk is treated in the calculation as having the same specific heat as water, or 1, although actually it does not exceed 0.95. This amount of refrigeration produced by a machine running 12 hours per day would require the machine to absorb $344,000 \div 12 = 28,700$ B. t. u. per hour. Dividing by 12,000 B. t. u. per hour, which means working at the rate of 1 ton of refrigeration, we get 2.4 tons as the rated working capacity of the machine.

The quantity of brine necessary to store the cooling effect may be calculated closely enough for practical purposes by using the following approximate figures: Specific heat of a cubic foot of salt brine equals 74 lbs. \times 0.79 = 58.4 B. t. u.; of a cubic foot of calcium brine equals 75 lbs. \times 0.69 = 51.7 B. t. u. Permissible temperature range of the brine depends on the conditions and may be from, say, 10 to 25° Fahr. The temperature to which the brine can be permitted to rise is limited by the temperature it must produce in the room or in the substance being cooled, and the temperature to which the brine can be cooled in storing cold is limited by the decrease in capacity and economy of the machine at the low temperatures.

B. B. AMMONIA may be obtained from the following:

ATLANTA: Manufacturers' Warehouse Co.
BALTIMORE: Joseph S. Wernig Transfer Co.
BOSTON: 120 Milk St., Chas. P. Duffee.
BUFFALO: Keystone Transfer Co.
CHICAGO: F. C. Schapper, Westerlin & Campbell Co.
CINCINNATI: The Burger Bros. Co.
CLEVELAND: General Cartage & Storage Co., Henry Bollinger.
DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.
DALLAS: Oriental Oil Co.
HAVANA: O. B. Cintas.
HOUSTON: Texas Warehouse Co.
INDIANAPOLIS: Railroad Transfer Co.
JACKSONVILLE: St. Elmo W. Acosta.
KANSAS CITY: Crutcher Warehouse Co.
LIVERPOOL: Peter R. McQuate & Son.
LOS ANGELES: United Iron Works.
LOUISVILLE: Louisville Public Warehouse Co.
MILWAUKEE: Central Warehouse.
MEMPHIS: Patterson Transfer Co.
MEXICO, D. F.: Ernst O. Heinsdorf.
NEWARK: Buewens' & Bottlers' Supply Co.
NEW ORLEANS: Chas. F. Rantz.
NEW YORK: Roessler & Hasselacher Chemical Co., Shipley Construction & Supply Co.
NORFOLK: Nottingham & Wrenn Co.
OKLAHOMA CITY: O. K. Transfer & Storage Co.
PITTSBURGH: Pennsylvania Transfer Co.
PROVIDENCE: Rhode Island Warehouse Co.
ROCHESTER: Shipley Construction & Supply Co.
SALT LAKE CITY: Utah Soap Co.
ST. LOUIS: Pillsbury-Becker Engineering & Supply Co.
ST. PAUL: R. B. Whitacre & Co.
SAN ANTONIO: Oriental Oil Co.
SAN FRANCISCO: United Iron Works.
SAVANNAH: Benton Transfer Co.
SPOKANE: United Iron Works.
SEATTLE: United Iron Works.
TOLEDO: Moreton Truck & Storage Co.
WASHINGTON: Littlefield, Alvord & Co.

WATCH PAGE 48 FOR BARGAINS



Buying Refrigerating Machines

A Matter of Confidence

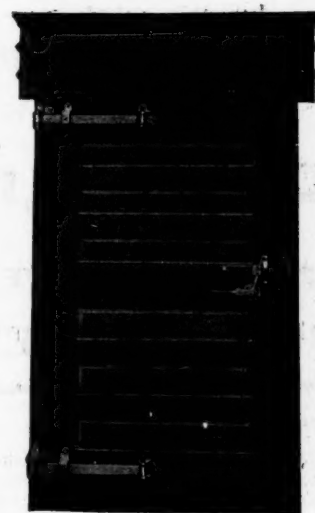
Business today is done largely on the basis of Confidence. In the selection of a Refrigerating Machine, price is only one of the many considerations. Workmanship and durability are very important items. So also are design and construction. But the most important feature, we believe, is the source from which you procure the Machine.

Our years of experience, our increasing sales, and the success attained by our machines is ample assurance that your confidence in us will not be misplaced.

You take no chances in buying YORK Machines—made right in the beginning—then fully guaranteed.

**York Manufacturing
Company**
York, Pa.

Branches in all Principal Cities



This is a Contract

We invite users of

Refrigerator Doors and Windows

who are contemplating erection or remodeling plants to write us for

Sample Door and Frame COMPLETE

We will forward it to size required. If it is not satisfactory from every standpoint to YOU in style, workmanship, efficiency and plan, it is YOUR PROPERTY WITHOUT CHARGE or any obligation to us whatever.

(Signed)

Jones Cold Store Door Co.
HAGERSTOWN, MD., U.S.A.

Direct from Producer to Consumer

TANKAGE BONES CRACKLINGS

As we use the above articles in the manufacture of our finished goods, we are constantly in the market for them at top prices. Having no traveling buyer's salary or expense we pay the highest prices for

TALLOW, GREASE, HIDES, SKINS, HAIR, HOOFS, ETC.

WHAT HAVE YOU TO OFFER?

DARLING & COMPANY

FOUNDED 1881

4250 ASHLAND AVE.

UNION STOCK YARDS, CHICAGO

BUYERS OF EVERYTHING IN THE OFFAL LINE

COST OF EXPORT FREIGHTAGE.

Foreign merchants contemplating the purchase of American goods always want to know the cost of the article delivered, and the inability or unwillingness of American exporters to quote c. i. f. prices has lost them many orders. To assist exporters in ascertaining delivery charges, the Bureau of Foreign and Domestic Commerce has published a bulletin compiled by Commercial Agent F. J. Sheridan dealing with transportation rates to the west coast of South America, this section of the foreign field being selected because of the trade activity that is expected to follow the approaching opening of the Panama Canal.

The main part of the bulletin is a series of tables giving the freight rates on over 800 articles from inland points in the United States to inland points in Ecuador, Peru and Chile. Freight rates per 100 pounds, in carload and less than carload lots, are given to New York from Chicago, St. Louis, Cincinnati, Indianapolis, Cleveland, Detroit, Buffalo, Pittsburgh, Boston, Providence and Hartford; ocean freight rates per 100 pounds and per cubic foot from New York to Guayaquil, Callao, Mollendo, Antofagasta and Valparaiso, via the Straits of Magellan and via Panama; and freight rates per 100 pounds inland from Guayaquil to Quito, Callao to Lima, Mollendo to Arequipa, and Valparaiso to Santiago.

Lighterage, transfer and other charges at the port of New York and at South American ports are shown, together with the cost of marine insurance, and data are also given as to consular fees and regulations and steamship requirements. Comparative tables give

the competitive rates from European ports and from New York to South America.

In addition to these features, statistics are furnished to show the character of the goods sold by the United States to Ecuador, Chile, Peru and Bolivia, and for each of these countries general information is given as to area, population, language, currency, postage rates, foreign trade and distance from New York. Tables of price comparisons give the equivalents in the currency and measures of these countries of prices stated in the money and measures of the United States.

The bulletin, in short, is a compendium of practical information for the assistance of merchants who are engaged in the export trade or who contemplate entering the foreign field. Copies of the bulletin (Special Agents Series No. 72) may be obtained from the Superintendent of Documents, Washington, for 10 cents each.

EFFICIENT SHIP REFRIGERATION.

An instance of successful marine refrigeration is reported by Ice and Cold Storage of London. After being ashore at Wanganui for two months, during which time continuous efforts have been made to float her, the New Zealand liner "Indrabarah" was at length floated, and arrived at Wellington on July 6. She is 7,395 tons register, and the refrigerating plant is on the CO₂ system. The temperature of the refrigerating holds was kept up during the whole of the time she was ashore, so that the meat was found to be in good order, but a considerable quantity of her other cargo had to be jettisoned to facilitate her salvage.

MEAT PRICES IN BOHEMIA.

One of the leading industries in Prague, Bohemia, is curing hams, writes Consul Brittain. These are especially fine. The hams are from prime animals about one year old. They are soaked in brine for six weeks and afterwards hung in beechwood smoke for about eight hours. In every section of Prague can be found shops where pork products are retailed and where sliced boiled ham may be purchased. It retails at 55 cents per pound. These hams are exported in large quantities to Germany and France. The meat has a fine flavor and is very tender.

There were slaughtered in Prague last year 643,239 hogs weighing less than 220 pounds each and 11,872 weighing over 220 pounds, making a total of 655,111 hogs. There were also slaughtered 7,868 bulls, 11,062 steers, 3,466 cows, 5,440 heifers, 4,706 calves, 31,292 sheep, 105 lambs, 5 goats, 3,276 horses, 48 ponies, and 1 donkey. The slaughterhouses are owned and operated by the municipality of Prague, and are kept in good condition.

The average wholesale prices per 100 pounds for the various kinds of dressed meat were: Sheep, \$12.85; calves, \$15.30; hogs produced in Bohemia weighing over 143 pounds each, \$12.18; hogs produced in Hungary, \$15.38; steers, dressed—forequarters, \$13.83; hindquarters, \$16.93; bulls, dressed—forequarters, \$12.94; hindquarters, \$13.87; cows—forequarters, \$11.95; hindquarters, \$13.25. Prices for cattle on the hoof were: Steers raised in Bohemia, \$11.05; bulls, \$9.25; cows, \$7.82.

Watch page 48 for bargains.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Irregular Markets—Trading More Active— Prices Improve—Feed Conditions Dis- turb—Feed Prices High—Stock Water Scarce—Country Selling Stock.

The contract market in provisions has shown a decided tendency for the better for some days past, and from the low point there has been quite a good recovery on meats and lard. The recovery has been partly due to the conditions of a technical character in the contract market, but has also been influenced by the growing confidence in the probable scarcity of supplies, and the belief that, sooner or later, this scarcity of supplies will be a factor of considerable importance in influencing the value of hog products, as well as of beef and beef products.

The condition as to the supplies of hogs do not seem so uncertain as the scarcity of stock. It seems evident that there is tendency toward further decrease in the supply of livestock on hand, and the tendency to raise livestock. The cutting up of the great ranges has led to diversified farming, and the small farmers have not seen their way clear to the raising of stock in sufficient quantity to be an offsetting factor. This condition will undoubtedly develop, sooner or later, as it becomes more and more evident that high prices for cattle will continue, and the small farmer can go into the business of raising cattle with reasonable safety. The situation is one in which the profitable results only come to those who take the greatest care and feed with the greatest efficiency.

The movement of hogs during the past week was again large, the receipts at the six leading points exceeding last year by over 100,000. Kansas City had 17,000 more than last year, St. Louis 18,000 more, Sioux City 18,000 more, and Chicago 61,000 more. The average quality of the hogs coming to market is still quite good, and the weights the past week averaged 235 lbs., the same as the previous week, but this is six pounds

less than for the corresponding time last year. The prices for livestock have been somewhat irregular, as a result of the heavy marketing and excited markets in product and in feed-stuffs. The average price of hogs for the past week, of \$8.30, was, however, only 15c. more than for the corresponding time last year. While this is the case, the price of product is considerably more than last year, particularly in pork. The September delivery of pork is over \$3 higher than last year, while September lard and ribs are only about 1/2c. per lb. over last year.

The feed-stuffs situation, in some sections of the country, has become more desperate. While in a large portion of the Central West there have been good rains and material improvement in the situation, stock water is, however, very scarce, and in the Southwest this is a particularly serious situation. The condition in this respect has developed in such an acute way that Kansas is thinking seriously of inaugurating a pond-making proposition, to store the surplus water next winter and spring. In case of a repetition of the drought such a plan would, undoubtedly, be of great benefit, particularly in the furnishing of stock water. If these ponds, in addition, could be stocked with fish, it might be a factor of considerable importance in living expenses, as well as furnishing a varied diet. Such stocking would also tend to prevent the ponds becoming a nuisance in mosquito breeding and malaria spreading conditions.

The estimates of the corn crop are growing worse as the season advances. Three estimates have been made this week, varying from 2,250,000,000 bu. up to 2,370,000,000 bu., compared with 3,124,000,000 bu. last year. It is expected, however, that the carry-over of old corn on November 1 will be heavy. The supply of old corn on March 1, was 1,290,000,000 bu., against 884,000,000 bu. the preceding year. The price of corn for some

time after March 1 was considerably lower than for the corresponding time last year, and the consumption of corn was encouraged by these lower prices. On the other hand, the advance in corn this summer has carried values to higher than last year's price, and therefore tended to restrict consumption. Even if the summer consumption of corn has been 100,000,000 bu. more than last year, there would still be an enormous carry-over, possibly 350,000,000 bu., which will be a very important factor in the total supply.

Present estimates of the crop of corn are, possibly, influenced by the acute apprehension over the crop, and if history in any sense repeats itself, it will be found that these estimates are low. Some of the more conservative crop students believe that the damage to corn may not prove as great as now claimed by the extremists, and the development of such conditions will be felt later in the year. The supply of feed-stuffs will, however, be short enough without any question to make high feeding expenses for the entire season, and thereby tend to prevent the raising of any low-priced livestock. Some reports of hog cholera have been received but these reports seem to be somewhat mixed. Serious conditions are claimed in some localities. A report from the West claimed that the average percentage of loss in Indiana is 7.2 per cent.; in Illinois, 2.3 per cent.; in Michigan, 3.7 per cent.; in Iowa, 14.6 per cent.; in South Dakota, 5.5 per cent., and in Nebraska, 7.8 per cent.

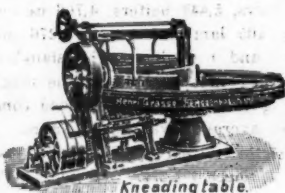
LARD.—The market has been firmer again with more limited offerings from the West and a higher hog market. Cash demand is fair and some foreign business was reported. City steam, 11 1/4c.; Middle West, \$11.35@11.45; Western, \$11.55; refined, Continent, \$12.15; South American, \$12.80; Brazil, kegs, \$13.80; compound lard, 10 1/4@10 1/2c.

PORK.—The market was dull but firm with the West. Mess is quoted at \$23.25@23.75; clear, \$20.50@22.50; family, \$24.50@26.50.

BEEF.—High priced cattle keep prices at high levels. Stocks of product are small and firmly held. Quoted: Family, \$20@22; mess, \$18@19; packet, \$19@20; extra Indian mess, \$28@30.

SEE PAGE 39 FOR LATER MARKETS.

BUTTERINE MACHINERY



Kneading table.

Only Grasso's Butterine Machinery

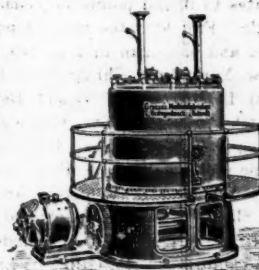
produces a high-grade butterine and remunerative results.

We are specialists since 1870. Nearly all butterine factories throughout the world are working with our special machines. In the U. S. they are in use at all the factories.

Prices and full information free on application

GRASSO'S MACHINE WORKS

Established 1858



BOIS-LE-DUC. (Holland)

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, August 20, 1913:

BACON.—Antwerp, Belgium, 142,000 lbs.; Christiania, Norway, 53,891 lbs.; Cardenas, Cuba, 38,761 lbs.; Copenhagen, Denmark, 10,126 lbs.; Gibraltar, Spain, 16,073 lbs.; Genoa, Italy, 25,043 lbs.; Glasgow, Scotland, 160,932 lbs.; Helsingfors, Finland, 151,728 lbs.; Hamilton, W. I., 3,182 lbs.; Hull, England, 113,015 lbs.; Havana, Cuba, 17,434 lbs.; Liverpool, England, 671,000 lbs.; London, England, 8,000 lbs.; Marseilles, France, 3,304 lbs.; Naples, Italy, 10,038 lbs.; Nuevitas, Cuba, 12,171 lbs.; Para, Brazil, 3,202 lbs.; Ravenna, Italy, 10,231 lbs.; Rio Janeiro, Brazil, 22,417 lbs.; Rotterdam, Holland, 143,506 lbs.; Santiago, Cuba, 10,845 lbs.; Southampton, England, 4,996 lbs.; Tampico, Mexico, 1,197 lbs.; Wiberg, Russia, 72,376 lbs.

HAMS.—Antwerp, Belgium, 99,000 lbs.; Barbados, W. I., 1,401 lbs.; Colon, Panama, 1,018 lbs.; Cardenas, Cuba, 7,742 lbs.; Dominica, W. I., 1,514 lbs.; Guadeloupe, W. I., 2,927 lbs.; Glasgow, Scotland, 430,082 lbs.; Havana, Cuba, 16,254 lbs.; Hamilton, W. I., 8,629 lbs.; Hull, England, 254,600 lbs.; Kingston, W. I., 691 lbs.; Liverpool, England, 901,669 lbs.; London, England, 67,779 lbs.; Manchester, England, 6,169 lbs.; Nuevitas, Cuba, 15,648 lbs.; Nassau, W. I., 1,710 lbs.; Port au Prince, W. I., 462 lbs.; Port Limon, C. R., 1,429 lbs.; Port Antonio, W. I., 682 lbs.; St. Marc, Haiti, 1,161 lbs.; St. Thomas, W. I., 1,368 lbs.; Santiago, Cuba, 6,851 lbs.; Southampton, England, 15,570 lbs.; Tampico, Mexico, 3,534 lbs.; Trinidad, W. I., 2,247 lbs.

LARD.—Antwerp, Belgium, 468,579 lbs.; Amsterdam, Holland, 3,000 lbs.; Aberdeen, Scotland, 7,000 lbs.; Barbados, W. I., 1,450 lbs.; Bremen, Germany, 56,790 lbs.; Buenos Aires, A. R., 3,520 lbs.; Cayenne, French Guiana, 4,300 lbs.; Christiania, Norway, 12,800 lbs.; Copenhagen, Denmark, 414,484 lbs.; Curacao, Leeward Islands, 6,168 lbs.; Cologne, Germany, 39,000 lbs.; Ciudad Bolivar, Venezuela, 7,439 lbs.; Cardiff, Wales, 14,000 lbs.; Dominica, W. I., 8,371 lbs.; Guayaquil, Ecuador, 15,770 lbs.; Guadeloupe, W. I., 5,700 lbs.; Glasgow, Scotland, 96,222 lbs.; Havre, France, 21,707 lbs.; Havana, Cuba, 48,292 lbs.; Hamburg, Germany, 983,458 lbs.; Hamilton,

W. I., 6,283 lbs.; Hull, England, 69,412 lbs.; London, England, 79,697 lbs.; Liverpool, England, 643,873 lbs.; Malta, Island of, 1,700 lbs.; Messina, Sicily, 22,050 lbs.; Manchester, England, 370,955 lbs.; Marseilles, France, 57,686 lbs.; Naples, Italy, 23,762 lbs.; Nassau, W. I., 16,159 lbs.; Nuevitas, Cuba, 9,602 lbs.; Port au Prince, W. I., 47,042 lbs.; Palermo, Sicily, 3,400 lbs.; Port Antonio, W. I., 1,000 lbs.; Port Limon, C. R., 2,948 lbs.; Para, Brazil, 4,160 lbs.; Progreso, Mexico, 10,738 lbs.; Rotterdam, Holland, 831,999 lbs.; Santa Marta, S. D., 42,419 lbs.; St. Marc, Haiti, 37,609 lbs.; Santos, Brazil, 1,558 lbs.; Stettin, Germany, 22,050 lbs.; St. Johns, N. F., 31,250 lbs.; St. Thomas, W. I., 12,725 lbs.; Southampton, England, 47,750 lbs.; Trieste, Austria, 23,650 lbs.; Tumaco, Colombia, 14,792 lbs.; Tampico, Mexico, 1,800 lbs.; Trinidad, W. I., 80,648 lbs.; Vera Cruz, Mexico, 21,159 lbs.

LARD OIL.—Mazatlan, Mexico, 253 gals.; St. Marc, Haiti, 530 gals.

PORK.—Cayenne, French Guiana, 10 bbls.; Dominica, W. I., 89 bbls.; 50 tcs.; Demerara, British Guiana, 150 bbls.; Guadeloupe, W. I., 33 bbls.; Hamilton, W. I., 11 bbls.; Hull, England, 25 bbls.; Kingston, W. I., 45 bbls.; Liverpool, England, 25 tcs., 30 bbls.; Nassau, W. I., 55 bbls.; Port au Prince, W. I., 69 bbls.; St. Thomas, W. I., 10 bbls.; St. Johns, N. F., 160 bbls.; St. Marc, Haiti, 35 bbls.; Sekondi, Africa, 8 bbls.; Trinidad, W. I., 70 bbls.

SAUSAGE.—Antwerp, Belgium, 127 pa.; Colon, Panama, 82 pa.; Havre, France, 125 pa.; Messina, Sicily, 160 pa.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, August 20, 1913: BEEF.—Cardiff, Wales, 60 tcs.; Cayenne, French Guiana, 30 bbls.; Colon, Panama, 88 bbls.; Curacao, Leeward Islands, 6 bbls.; Demerara, British Guiana, 143 lbs.; Fiume, Austria, 30 bbls.; Guadeloupe, W. I., 19 bbls.; Hamilton, W. I., 27 bbls., 3 tcs.; Kingston, W. I., 21 bbls.; Liverpool, England, 18 tcs.; Newcastle, England, 50 bbls.; Nassau, W. I., 15 bbls.; Port au Prince, W. I., 18 bbls.; Rotterdam, Holland, 25 bbls.; Sekondi, Africa, 10 bbls.; St. Marc, Haiti, 6 tcs.; St. Johns, N. F., 308 bbls.; Trieste, Austria, 10 bbls.; Trinidad, W. I., 30 bbls.

FRESH MEAT.—Hamilton, W. I., 7,921 lbs.; Liverpool, England, 72,926 lbs.

OLEO OIL.—Bremen, Germany, 30 tcs.; Constantinople, Turkey, 285 tcs.; Copenhagen, Denmark, 75 tcs.; Christiania, Norway, 70 tcs.; Glasgow, Scotland, 50 tcs.; Liverpool, England, 50 tcs.; Rotterdam, Holland, 1,327 tcs.; Vera Cruz, Mexico, 5 bbls.

OLEOMARGARINE.—Barbados, W. I., 4,600

lbs.; Colon, Panama, 4,920 lbs.; Dominica, W. I., 11,000 lbs.; Guadeloupe, W. I., 11,000 lbs.; Hamilton, W. I., 1,640 lbs.; Havana, Cuba, 2,500 lbs.; Nassau, W. I., 1,275 lbs.; Port Limon, C. R., 2,240 lbs.; Port au Prince, W. I., 2,000 lbs.; St. Marc, Haiti, 1,200 lbs.; Trinidad, W. I., 1,800 lbs.

TALLOW.—Antwerp, Belgium, 3,725 lbs.; Havana, Cuba, 36,194 lbs.; Liverpool, England, 80,957 lbs.; Manchester, England, 7,458 lbs.

TALLOW OIL.—Rotterdam, Holland, 200 tcs.

TONGUE.—Liverpool, England, 60 pa.; Stockholm, Sweden, 25 bbls.; Trinidad, W. I., 3 bbls.

CANNED MEAT.—Antwerp, Belgium, 150 cs.; Bristol, England, 45 pa.; Buenos Aires, A. R., 600 cs.; Cardenas, Cuba, 290 cs.; Ciudad Bolivar, Venezuela, 73 cs.; Cayenne, French Guiana, 50 cs.; Cardiff, Wales, 30 pa.; Havana, Cuba, 70 cs.; Hamilton, W. I., 62 pa.; Liverpool, England, 170 cs.; London, England, 195 pa.; Nassau, W. I., 182 cs.; Nuevitas, Cuba, 250 pa.; Oran, Algeria, 40 cs.; Santiago, Cuba, 153 cs.; Tumaco, Colombia, 75 cs.

LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending August 16, 1913, are reported by Williams & Terhune as follows:

Port.	Cattle.	Sheep.	Beef.
From New York	377	—	—
From Boston	250	—	—
From Philadelphia	—	—	—
From Baltimore	—	—	—
From Montreal	—	—	—
Total	627	—	—
Total last week	300	—	—

EXPORTS OF PROVISIONS

Exports of hog products for the week ending August 16, 1913, with comparative tables:

PORK, BBLs.			
To—	Week ending Aug. 16, 1913.	Week ending Aug. 17, 1912.	From Nov. 1, '12, to Aug. 16, 1913.
United Kingdom..	225	130	14,142
Continent	160	277	9,468
So. & Cen. Am.	130	214	16,882
West Indies	762	719	44,933
Br. No. Am. Col.	550	590	12,833
Other countries ..	—	25	47
Total	1,857	1,955	98,125

MEATS, LBS.			
United Kingdom..	6,282,625	7,237,375	239,784,090
Continent	1,098,500	1,550,175	32,528,550
So. & Cen. Am.	60,800	117,925	4,645,700
West Indies	101,400	585,400	8,495,104
Br. No. Am. Col.	—	17,200	109,275
Other countries ..	—	5,250	2,029,525
Total	7,541,525	9,533,325	287,892,244

LARD, LBS.			
United Kingdom .	3,744,372	2,496,250	217,414,632
Continent	1,835,312	2,712,000	189,121,031
So. & Cen. Am.	180,750	880,850	21,315,850
West Indies	361,910	600,300	29,488,106
Br. No. Am. Col.	6,074	8,370	671,299
Other countries ..	5,900	15,000	1,562,306
Total	6,142,918	6,922,970	459,573,323

RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	1,495	3,977,825	2,914,944
Boston	92	1,568,700	502,974
Philadelphia	40	—	104,000
New Orleans	230	102,000	415,000
Montreal	—	1,893,000	2,206,000

Total week	1,857	7,541,525	6,142,918
Previous week ..	3,024	5,946,750	7,181,448
Two weeks ago ..	2,064	7,040,850	9,663,851
Cor. week last y'r	1,955	9,533,325	6,922,970

COMPARATIVE SUMMARY OF EXPORTS.			
	From Nov. 1, '12, to Aug. 16, '13.	Same time last year.	Decrease.
Pork, lbs.	19,625,000	20,462,400	837,400
Meats, lbs.	287,892,244	322,505,902	34,612,848
Lard, lbs.	459,573,323	469,238,905	9,665,642

OCEAN FREIGHTS.

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per Ton.	Per 100 lbs.
Beef, per tierce	20/	22/6	@32c.
Oil Cake	20/	20/	@20c.
Bacon	20/	22/6	@32c.
Lard, tierces	20/	22/6	@32c.
Cheese	25/	30/	@50c.
Canned meats	20/	22/6	@32c.
Butter	30/	30/	@50c.
Tallow	20/	22/6	@32c.
Pork, per barrel	20/	22/6	@32c.

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, August 14, 1913, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil Cake.	Cottonseed Oil.	Butter.	Hams and Bacon.	Tallow.	Beef.	Pork.	Lard.
	Bags.	Bbls.	Pkgs.	Boxes.	Pkgs.	Pkgs.	Bbls.	Tes. and Pkgs.
Adriatic, Liverpool	—	—	—	2306	—	322	145	2967
Caronia, Liverpool	—	75	—	1704	—	50	—	105
Minneapolis, London	—	—	—	25	—	—	—	180
Majestic, Southampton	—	—	—	15	—	—	—	150
Philadelphia, Southampton	—	—	—	392	—	—	—	700
Marengo, Hull	—	—	—	669	—	50	5	948
Pascal, Manchester	—	—	—	35	—	—	—	405
Exeter City, Bristol	—	—	—	—	—	75	—	549
Caledonia, Glasgow	700	—	—	878	—	19	—	60
Patricia, Hamburg	2175	—	—	—	—	75	—	993
Campanello, Rotterdam	3762	—	—	—	—	—	—	1030
Rotterdam, Rotterdam	8769	150	—	360	—	—	25	232
Zeeland, Antwerp	4043	—	—	381	—	35	15	82
George Washington, Bremen	—	—	—	—	—	50	—	250
Kaiser Wil. der Grosse, Bremen	—	—	—	—	—	—	—	10
United States, Baltic	—	24	—	425	—	175	110	510
La Savoie, Havre	—	—	—	—	—	—	25	50
Venezia, Marseilles	547	100	—	—	—	—	—	10
Manuel Calvo, Spanish Ports	—	—	—	15	—	—	—	—
Pannonia, Mediterranean	—	—	—	25	—	—	—	80
San Giovanni, Mediterranean	—	—	—	—	—	—	—	10
Perugia, Mediterranean	—	24	—	—	—	—	—	699
Hamburg, Mediterranean	—	—	—	70	—	—	—	—
Total	19996	373	—	7300	—	851	325	4077

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The situation presents no important change from the preceding week, with prices quoted practically unaltered. Business was light, and it is now stated that some of the principal users have enough stock to keep them away from the market for a short time. In view of the fact that buying since the summer set in was believed to be of a hand-to-mouth character, this disclosure was rather surprising, but it was tempered by the admission that the amount of reserve tallow held was not important. Light offerings go a long way in the maintenance of tallow values at this time, and this best accounts for the prevailing levels, despite the perfunctory inquiry.

The London auction sale was without influence here. There were 2,261 casks offered, of which 1,264 were taken, at unchanged prices from last week's sale. Local exporters declared that they did a little business in low grades during the week, but that it was on a very close basis. Foreign inquiry for high grades is less in evidence, perhaps due to the small offerings.

The advance in corn values was commented on, but variously construed. Later on, if the high prices continue, they would seemingly favor holders of tallow, but just now buyers say that the cattle movement may be increased by high feeding costs, and production of tallow increased accordingly. Prime city is quoted at 6¼c. bid, with offerings about ½c. higher, with city specials at 6¼c., offered at 7c.

OLEO STEARINE.—The market again declined during the week to about the low of the movement. Product was purchased at 10¼c. per lb. Demand was not large, and the scattered buying by compound makers was rather easily satisfied. Inquiry from other points was indifferent.

SEE PAGE 39 FOR LATER MARKETS.

OLEO OIL.—The market was quiet during the week with prices showing but little change. Trading shows but limited at present. Extras are quoted at New York at 12c., and 68 florins in Rotterdam.

COCOANUT OIL.—The market is firm both here and abroad. There is no apparent change in the foreign oil situation and the

offerings of copra are not increasing. Cochin, 13¼@14c.; shipment, 11¼@12c.; Ceylon, 11@11¼c.; shipment, 10¼@11c.

CORN OIL.—The market was firm with light trade. Prices are quoted at \$6.65@6.70 in car lots.

SOYA BEAN OIL.—The market was nominally firm with light offerings. Spot is quoted at 6¼@6½c.

PALM OIL.—The market has been firm, with a moderate demand. The trade, while not active, has been of fair volume and there has been no accumulation or any evidence of pressure on the market. Prime red spot, 7¼@7½c.; do., to arrive, 7@7¼c.; Lagos, spot, 7¼@7½c.; to arrive, 7c.; palm, kernel, 11@11¼c.; shipment, 10½@11c.

NEATSFOT OIL.—Prices are firm for all grades, with a limited business. Quotations: For 20 cold test, 97c.; 30 do., 88c.; 40 do., water white, 85c.; prime, 65@66c.; low grade off yellow, 60c.

GREASE.—The better grades are firm, although trading is quiet. Demand is of a fair volume and stocks appear to be moderate. Quotations are nominal, as follows: Yellow, 5¼@6c.; bone, 5½@6c.; house, 5½@5¾c.

CENSUS OF FERTILIZER INDUSTRY.

(Concluded from page 16.)

the average value added by manufacture from \$43,241 to \$62,615.

As judged by the amount expended for them, ammoniates, animal and vegetable, were the most important materials, followed by phosphate rock, potash salts, superphosphates, nitrate of soda, ammonium sulphates, sulphuric acid, fish, pyrites and kainit in the order named. The cost of materials aggregated \$55,360,423 in 1909, \$28,975,713 in 1904, and \$23,454,126 in 1899. Of these respective totals, the cost of ammoniates formed 42.4 per cent. in 1899 as compared with 34.2 per cent. in 1904 and 29 per cent. in 1909. The cost of phosphate rock shows only slight proportionate changes; it constituted 15.2 per cent. of the total of the specific materials in 1899, 14.6 per cent. in 1904, and 15.6 per cent. in 1909. The cost of potash salts represented 13.2 per cent., 12.4 per cent., and 13.2 per cent. of the total for the respective years; and the aggregate cost of sulphuric acid and pyrites and sulphur constituted 13.2 per cent. of the total in 1899, 11 per cent. in 1904, and 11.2 per cent. in 1909.

All fertilizer establishments manufacturing sulphuric acid employed the chamber

process, 16 using the Hoffman intensifier system, 11 the Pratt, 9 the Gilchrist, 3 the Meyer tangential system, and 1 the Luney. The manufacture, for consumption in their own works, of 1,826,358 tons of acid phosphate was reported by establishments engaged primarily in the fertilizer industry, and 12,507 tons were made and consumed by establishments manufacturing fertilizers as a subsidiary product.

CHICAGO FERTILIZER MARKET.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, August 20.—The market for animal ammoniates is showing decided activity, fairly liberal orders coming from the South, though mainly for small amounts and for delivery both prompt and future months. Prices are firmly held at \$2.35 and 10c. for tankage, and \$2.65 for blood, with 5c. per unit additional monthly, September to January. Some producers are disposed to hold a little above these prices, and the situation seems to be working toward a higher basis.

Lower grade ammoniates are closely cleaned up, with producers generally asking some advance, and not disposed to sell freely for later deliveries unless at a sharp premium. Outside packers' tankage is sparingly offered, with bids 5@10c. per unit better than during the past two months, as the weather is now more favorable for the degreasing plants which buy this stock to extract the grease under the naphtha process. (Complete quotations will be found on page 37.)

FOREIGN COMMERCIAL EXCHANGE.

New York, August 22.—Foreign commercial exchange rates were quoted today as follows:

London—			
Bankers' 60 days	4.8310	@	4.8325
Demand sterling	4.8640	@	4.8650
Commercial, sight		@	4.86¼
Paris—			
Commercial, 90 days	5.25	@	5.25+1-16
Commercial, 60 days	5.23¼	@	5.23¼-1-32
Commercial, sight	5.19½	@	5.19½
Berlin—			
Commercial, 90 days	93%	@	93 13-16
Commercial, 60 days	94	@	94 1-16
Commercial, sight	94%	@	94 15-16
Antwerp—			
Commercial, 60 days	5.26¼	@	5.26¼+1-32
Commercial, sight		@	5.22½+1-32
Amsterdam—			
Commercial, 60 days	39 11-16	@	39 11-16+1-16
Commercial, sight		@	40 1-16-1-16

Green Olive Oil Foots

SUPERIOR QUALITY

AND ALL OTHER SOAP MATERIALS

WELCH, HOLME & CLARK CO.

383 West St., New York

COTTON OIL EXPORTS FOR JULY.

Exports of cottonseed oil for the month of July, according to reports of the Federal Bureau of Foreign and Domestic Commerce, amounted to 18,961 barrels, compared to 23,883 barrels for July, 1912. For the seven months of 1913, the government reports show exports of 474,952 barrels, compared to 583,881 barrels for a like period a year ago.

The government report of exports for July by customs districts is as follows, in pounds:

District.	Pounds.
Maryland	9,927
New York	4,496,247
Galveston	352,558
New Orleans	2,083,552
Laredo	51,812
Buffalo	9,525
Eastern Vermont	30,486
Michigan	549,831
St. Lawrence	441

Total, July, lbs..... 7,584,379

IMPORTS OF VEGETABLE OILS.

For the year ending with June, 1913, the Department of Commerce reports imports of various vegetable oils as follows, compared to previous years:

	June, 1913.	June, 1912.	June, 1911.
Cocoa butter or but- terine, lbs., duty	3,603,332	6,074,741	4,278,896
Cocoonut, not re- fined or decolor- ized, lbs., free	50,504,192	46,370,732	51,118,317
Cottonseed oil, free	3,383,511	1,513,051	.....
Hemp seed, rape seed, gals., duty	.....	.....	1,362,985
Linseed or flaxseed, gals., duty	173,690	737,256	.....
Chinese nut, gals., free	5,996,666	{ 4,767,596 }	7,042,057
Peanut, gals., free	1,195,683	{ 895,587 }	.....
Olive, inedible, gals., free	619,356	636,013	578,477
Olive, edible, gals., duty	5,221,001	4,836,515	4,405,827
Palm, lbs., free	50,228,706	47,150,238	57,100,406
Palm kernel, lbs., free	23,560,031	25,932,855	.....
Rape seed, gals., duty	1,640,728	1,182,768	.....
Soya bean, lbs., free	12,340,185	28,021,282	.....
All other.....	duty	.....	.....

Where blanks occur oil was not reported separately.

STEARIN FROM COTTONSEED OIL.

The federal meat inspection service already recognizes the extent to which the new processes for the changing of oils into stearins have come into use in the compound lard trade. In its latest service bulletin the Bureau of Animal Industry requires inspectors to distinguish between compounds containing the natural and the artificial stearins by the wording of the label which requires the statement of the ingredients. Natural cottonseed oil stearin may be called "cottonseed oil stearin," but that made by the new mechanical processes must be labeled as "Stearin made from cottonseed oil." The notice to inspectors says:

Labels, imprints of stencils, etc., for compounds containing, among other ingredients, cottonseed oil, and stearin made from cottonseed oil, are frequently received by the bureau, accompanied by information as to the percentage of "cottonseed oil stearin" used in the preparation of the product. In this connection attention is called to the distinc-

THESE ARE THE PLANTS THAT MAKE "PROGRESS" COOKING OIL AND "IDEAL" CHOICE WHITE COOKING OIL.

LOUISVILLE SALAD OIL - APPETIZING AND DELICIOUS.

IDEAL HAND CREAM
IDEAL COTTON OIL - 15 OZ.
SPERMACEIN - 3 1/2 OZ.
WHITE WAX - 3 1/2 OZ.
OIL OF LAVENDER
FLOWERS - 12 DROPS
ROSEWATER - 7 1/2 OZ.
BLUNT TIPPED FINGERS
ARE NEVER PRETTY.
SO WHY NOT TRY TO
MAKE THEM SHAPELY?
BEGIN IT TODAY.

EDIBLE OILS FAMOUS THE WORLD OVER

MANUFACTURED BY

LOUISVILLE COTTON OIL CO.,

OFFICE & REFINERY

FLOYD & K STREETS.

LOUISVILLE, KY. U.S.A.

CABLE ADDRESS

"COTTONOIL" LOUISVILLE.

tion which should be made between "stearin made from cottonseed oil" and "cottonseed-oil stearin." If the stearin is normal stearin obtained from natural cottonseed oil by pressing, the phrase "cottonseed-oil stearin" should be used. If the stearin is obtained from cottonseed oil by subjecting that oil to some special treatment which results in the formation of stearins from the oily portion of the cottonseed oil, the phrase "stearin made from cottonseed oil" should be employed.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, August 20, 1913.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 or 76 per cent caustic soda, \$1.60@1.75 basis 60 per cent; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 98 per cent. powdered caustic soda in bbls. 2 1/2@2 3/4 c. per lb.; 58 per cent. soda ash, 80@90c. per 100 lbs. basis 48 per cent; 48 per cent. carbonate soda ash, 95c. per 100 lbs.; talc, 1 1/4@1 3/4 c. per lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$8 per ton of 2,000 lbs.; silicate soda, 90c. per 100 lbs.; chloride of lime in casks, 1 1/2 c., and in barrels, 2c. per lb.; carbonate of potash, 4@4 1/2 c. per lb.; electrolytic caustic potash, 90@92 per cent. at 4 1/4 @5c. per lb.

Prime palm oil in casks, 7@7 1/4 c. per lb.; genuine Lagos palm oil in casks, 7 1/2@7 3/4 c. per lb.; clarified palm oil in barrels, 7 3/4 c. per lb.; palm kernel oil in casks 11@11 1/4 c. per lb.; green olive oil, 78c. per gal.; yellow olive oil, 82@85c. per gal.; green olive oil foots, 7 1/2@7 3/4 c. per lb.; peanut oil, 65@75c. per gal.; Ceylon coconut oil, 11@11 1/4 c. per lb.; Cochin coconut oil, 14c. per lb.; cottonseed oil, 9@9 1/2 c. per lb.; corn oil, 6.65@6.70c. per lb.; Soya bean oil, 6 1/2@6 3/4 c. per lb.

Prime city tallow, 6 1/4 c. per lb.; house grease, 5 1/2@6c. per lb.; brown grease, 5 1/2 @5 3/4 c. per lb.; yellow packers' grease, 5 1/4 @6c. per lb.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, August 20.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose:

Regular Hams—Green, 8@10 lbs. ave., 14c.; 10@12 lbs. ave., 13 1/2@13 3/4 c.; 12@14 lbs. ave., 13 1/2@13 3/4 c.; 14@16 lbs. ave., 13 1/2@13 3/4 c.; 18@20 lbs. ave., 13@13 1/2 c. Sweet pickled, 8@10 lbs. ave., 15 1/2@15 3/4 c.; 10@12 lbs. ave., 15 1/4@15 3/4 c.; 12@14 lbs. ave., 15@15 1/4 c.; 14@16 lbs. ave., 14 1/2@14 3/4 c.; 18@20 lbs. ave., 14 1/2@14 3/4 c.

Skinny Hams—Green, 14@16 lbs. ave., 14@14 1/4 c.; 16@18 lbs. ave., 14@14 1/4 c.; 18@20 lbs. ave., 14@14 1/4 c.; 22@24 lbs. ave., 13 1/2@13 3/4 c. Sweet pickled, 14@16 lbs. ave., 15 1/2@15 3/4 c.; 16@18 lbs. ave., 15 1/2@15 3/4 c.; 18@20 lbs. ave., 15 1/2@15 3/4 c.; 22@24 lbs. ave., 14 1/2@14 3/4 c.

New York Shoulders—Green, 10@12 lbs. ave., 9 1/4@10c.; Sweet pickled, 10@12 lbs. ave., 10 1/2@10 3/4 c.

Picnic Hams—Green, 5@6 lbs. ave., 10@10 1/2 c.; 6@8 lbs. ave., 9 1/2@9 3/4 c.; 8@10 lbs. ave., 9 1/2@9 3/4 c.; 10@12 lbs. ave., 9 1/2@9 3/4 c. Sweet pickled, 5@6 lbs. ave., 10@10 1/2 c.; 6@8 lbs. ave., 9 1/2@9 3/4 c.; 8@10 lbs. ave., 9 1/2@9 3/4 c.; 10@12 lbs. ave., 9 1/2@9 3/4 c.

Clear Bellies—Green, 6@8 lbs. ave., 16 3/4@17c.; 8@10 lbs. ave., 15 1/2@16c.; 10@12 lbs. ave., 14 1/2@14 3/4 c.; 12@14 lbs. ave., 14@14 1/4 c. Sweet pickled, 6@8 lbs. ave., 17@17 1/2 c.; 8@10 lbs. ave., 15 3/4@15 3/4 c.; 10@12 lbs. ave., 14 1/2@14 3/4 c.; 12@14 lbs. ave., 13 3/4@13 3/4 c.

ATLANTA COTTONSEED PRODUCTS.

(Special Wire to The National Provisioner.)

Atlanta, Ga., August 21.—August crude cottonseed oil, 53c.; Mills offering somewhat more freely. Meal, \$23.75, f. o. b. mills. Hulls, \$8.50 for September, Atlanta, loose.

FAT-MEN

ALL GRADES OF
ANIMAL
AND
VEGETABLE
FATS

STERNE & SON CO.

JUST BROKERS
Postal Telegraph Building
Chicago

STEARINES - OILS - TALLOW - GREASE - FERTILIZER MATERIALS

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Prices Rebound, Then Irregular—Crude Offerings Increase—Advances in Cotton and Lard Have Influence—Sentiment Mixed.

Equilibrium was restored in the cottonseed oil market during the past week, but not before a series of violent fluctuations took place. The decline during the preceding week was evidently too rapid, and a natural rebound occurred, this amounting from about 1/2 cent per pound to nearly a cent a pound in the deliveries that had suffered the most severe break. New crop months also rallied, and during the week sold up to near their best levels of the season. Price movements have been irregular, on the whole, but there has been a greater display of steadiness, partly reflecting the drastic liquidation that took place, and also the effect of the slightly better consuming demand attracted by the lower levels.

Attention at present is focused on the crude markets, and advices from the South from day to day are eagerly awaited. It is beyond question that much of the undercurrent of steadiness in the late fall and winter deliveries of oil is based on the limited offerings of crude, and the absence of hedge pressure resulting from that which is being sold. It has been contended for many

weeks that an accumulated consuming demand would develop before the winter, as users of oil are limiting their purchases at present, owing to the high prevailing prices. Apparently this class of buying is asserting itself, and it is more than commensurate with the volume of crude being liquidated by the South.

What the effect of crude offerings will be when the season is a little farther advanced remains to be seen. Predictions of lower prices for oil are not so numerous just now partly because of the reduction in cotton crop estimates. This has not only been instrumental in making mills reluctant sellers, but it has caused consumers to take note of the supply possibilities, especially as crude owners are still advancing the argument that they need be in no hurry to sell next crop oil at current prices, with the old crop and early new crop bringing considerably higher prices.

There is an element in the trade indisposed to anticipate much higher levels for the next crop months, on the theory that at around seven cents oil is not cheap, especially when a moderately large production is virtually assured, and so little of it has passed from first hands. Exception has been taken to these statements. It is pointed out that cotton crop estimates at this time can be of little value, and furthermore that all during last season crude failed to cause the pressure expected. The fact cannot be denied that the consumption of cottonseed oil is steadily

expanding, as is attested by the disappearance of supplies during the season just ending. A satisfactory export business has been put through, notwithstanding the Balkan war, tight money and comparatively high price levels of cotton oil at times, while in this country the disinterestedness of soap makers was hardly a factor. The small amount of oil that was taken by soap people was more than counterbalanced by the heavier absorption for edible purposes.

If the lard situation is not radically changed this coming season, another big consumptive year may be seen. Stocks at all points are believed to be light. Foreigners are not thought to be well supplied with the unanimity of opinion that the 20,000 to 30,000 bbls. shipped here represented depletion of a light to moderate stock rather than lowering of liberal stocks carried abroad. Present export demand for oil lacks volume, but is frequently reported from day to day, and in conservative quarters the belief prevails that a good aggregate business will be consummated from month to month, unless undue inflation of oil values takes place.

The extent of the consuming demand during the fall will probably determine the outcome of the operations in the October delivery on the New York Produce Exchange. That month has always been subjected to erratic price movements, lately more so than the September delivery. The gossip is that about 20,000 bbls. have been purchased for leading interests, who intend to take delivery. Much of this selling has been against

The
American
Cotton
Oil Co.



27 BEAVER STREET,
NEW YORK CITY

Cable Address:
"AMCOTOIL," New York.

Cottonseed Products.

OIL, LINTERS,
CAKE, ASHES,
MEAL, HULLS.

GOLD MEDALS AWARDED

Chicago, 1893.
San Francisco, 1894.
Atlanta, 1895.
Paris, 1900. Buffalo, 1901.
Charleston, S. C., 1902.
St. Louis, 1904.

crude, and of course a considerable quantity of new oil will have to be delivered, but the volume will hinge largely on the takings by consumers. Naturally, the character of the speculative long interest, as compared with the speculative short interest, will have great bearing on the result.

The drought in the Western cotton belt was regarded more seriously during the week. There were scattered rains in Texas and Oklahoma, but the preponderance of advices indicated that the moisture had been insufficient, and crop estimates were revised, nominally, downward. More alarm was expressed, but the realization that the Central and Eastern belts have improved their chances of a large crop, with some unbiased cotton people still adhering to the belief that the crop this season will be the second largest on record.

On Thursday the market was active and weak, with October off about 1/4c. per lb. Liquidation was active. Selling was influenced by reports of increased offerings of crude at lower prices. Reports from Texas and Oklahoma were the most serious on the condition of the cotton crop of any so far received. The close was at the lowest of the day, but with distant months relatively steady.

Closing prices, Saturday, August 16, 1913.—Spot, \$8.90; August, \$8.91@9.50; September, \$8.87@8.90; October, \$8.01@8.02; November, \$6.93@6.94; December, \$6.79@6.81; January, \$6.78@6.81; February, \$6.75@6.85; March, \$6.80@6.82. Futures closed 5 to 40 advance. Sales were: August, 700, \$9@8.91; September, 600, \$8.90@8.79; October, 3,900, \$8.02@7.98; November, 2,700, \$6.96@6.93; December, 1,100, \$6.82@6.80; January, 400, \$6.82@6.81; March, 600, \$6.85@6.81. Total sales, 10,000 bbls. Good off, \$8@9; off, \$8 @9; reddish off, \$8.20@9; winter, \$9.50@10.50; summer, \$9.

Closing prices, Monday, August 18, 1913.—Spot, \$8.90; August, \$8.95@8.99; September, \$8.88@8.95; October, \$8.09@8.10; November, \$6.97@7; December, \$6.82@6.85; January, \$6.81@6.83; February, \$6.79@6.84; March, \$6.81@6.82. Futures closed 1 to 8 advance. Sales were: August, 300, \$8.95; October, 2,700, \$8.11@8; November, 2,300, \$6.99@6.90; December, 1,200, \$6.83@6.80; January, 600, \$6.82@6.78; February, 200, \$6.77@6.75; March, 600, \$6.80@6.79. Total sales, 7,900 bbls. Good off, \$8.40@9; off, \$8.20@9; reddish off, \$8@9; winter, \$9; summer, \$9.

Closing prices, Tuesday, August 19, 1913.—Spot, \$8.90; August, \$8.94@9.50; September, \$8.91@8.93; October, \$8.09@8.10; November, \$6.97@6.99; December, \$6.78@6.81; January, \$6.77@6.79; February, \$6.74@6.80; March, \$6.80@6.82. Futures closed 3 advance to 5 decline. Sales were: August, 400, \$8.95@8.93; September, 500, \$8.93@8.90; October, 5,600, \$8.15@8.06; November, 4,800, \$7@6.97; December, 1,700, \$6.81@6.78; January, 2,300, \$6.80@6.78; March, 2,100, \$6.82@6.80. Total sales, 17,400 bbls. Good off, \$8.50@9; off, \$8.20@9; reddish off, \$7.90@8.90; winter, \$9.50@10.50; summer, \$9.

Closing prices, Wednesday, August 20, 1913.—Spot, \$8.90@10; August, \$8.90@9.50; September, \$8.85@8.86; October, \$8@8.02; November, \$6.95@6.96; December, \$6.78@6.80; January, \$6.77@6.80; February, \$6.79@6.80; March, \$6.80@6.81. Futures closed 1 advance to 9 decline. Sales were: September,

1,200, \$8.90@8.85; October, 2,500, \$8.10@8.01; November, 1,700, \$6.99@6.96; December, 1,900, \$6.80@6.79; January, 1,200, \$6.80@6.78; March, 2,300, \$6.82@6.80. Total sales, 10,800 bbls. Good off, \$8.25@9; off, \$8@9; reddish off, \$7.80@7.90; winter, \$9.50@10.50; summer, \$9.

Closing prices, Thursday, August 21, 1913.—Spot, \$8.50; August, \$8.72@9.25; September, \$8.50@8.60; October, \$7.70@7.72; November, \$6.85@6.87; December, \$6.77@6.78; January, \$6.77@6.78; February, \$6.75@6.80; March, \$6.79@6.81. Futures closed unchanged to 35 decline, the old crop months showing most weakness. Sales were: August, 100, \$6.85; September, 300, \$8.70@8.60; October, 8,200, \$8@7.71; November, 4,300, \$6.93@6.85; December, 1,400, \$6.80@6.78; January, 1,500, \$6.80@6.78; February, 100, \$6.77; March, 400, \$6.80. Total sales, 16,400 bbls. Good off, \$8; off, \$7.75; reddish off, \$7.40; winter, \$9.25; summer, \$8.50.

SEE PAGE 39 FOR LATER MARKETS.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspregen & Co.)

New York, August 20.—We stated in our last review that we still hesitated to predict what the probable course of the market would be for August, September and October, but as regards November and the later deliveries we were of the opinion that same was still good for further advances. This latter prediction proved correct, the November delivery advancing some 28 points to a new high record of \$7.23, and December 13 points to a new high record of \$6.88. The October delivery also scored a slight advance, establishing a new high record of \$8.30. The advances were all scored even in the face of a daily declining market for August and September. From August 6 on, however, the weakness displayed in August, September and October finally caused even the later deliveries to follow.

We made the statement to the effect that holders of real oil would have to advance their asking prices to such a level as would cut down consumption, so that they would not be entirely bare of oil before they would be able to replenish their stock with new crop crude. Holders, however, carried out this policy to such an extent that consumption finally became nil. On top of this came the heavy offerings of nearby crude oil, which enabled refiners to offer late August and early September deliveries. Consumers, however, were only light buyers and sellers were compelled to resort to the New York market. The New York market, however, was not in position to take on very much oil, and sellers were compelled to offer the market down.

Just at this time the lard market began to develop the same symptoms as cotton oil; that is, finding buyers mighty shy and scarce.

"Longs" and holders of actual oil daily became more demoralized. Offerings of nearby crude oil continued heavy, and the lard market continued to decline. Decline of 25 points between sales in August and September were not infrequent. Before the decline was checked the following declines from the high record previously established were scored: August 158 points, September 180 points, October 90 points, November 58 points and December 32 points. The lard market during this time, however, had only declined 82½ points.

It became apparent that the decline had been carried entirely too far by the panicky "longs" and over-zealous bears. Around the low levels Europe and the West found values attractive, and between them bought up everything in sight. The "shorts," however, had not gotten under cover, and they finally found that they had sold themselves in a hole with no sellers in sight. The daily advances, on "shorts" covering and bulls boosting, then became almost as rapid as the decline had been previously, and the pendulum was again swung too far the other way. The advance, however, was not checked until August had advanced back to \$8.95, September \$8.92, October \$8.15, November \$7, and December \$6.80.

Consumers had long ago withdrawn from the market, and at the high levels crude oil offerings for nearby shipments again assumed heavy proportions, and the market again turned weak. During the past few days, on heavy selling by refiners as "hedgers" against crude oil purchasers, and also on heavy "long" liquidation, September sold back to \$8.60, October to \$7.71, November \$6.85, and December \$6.78. At the close today the market for the September and October deliveries was demoralized. Should the consumers continue to hold off and the mills continue their offerings of nearby crude, these deliveries will in all likelihood decline further. Further declines in the nearby months will probably be felt in the later months, but not to the same degree. At the moment we see nothing in sight to stem the decline.

Closing Prices				Closing Prices			
July 30, 1913.				Aug. 21, 1913.			
Aug. . .	\$9.49 b	\$9.56 a	\$9.52	\$8.00	\$8.72 b	\$7.25 a	
Sept. . .	9.45 b	9.48 a	9.40	7.80	8.50 b	8.60 a	
Oct. . .	8.25 b	8.26 a	8.30	7.40	7.70 b	7.72 a	
Nov. . .	5.95 b	6.97 a	7.23	6.65	6.85 b	6.87 a	
Dec. . .	6.75 b	6.76 a	6.88	6.58	6.77 b	6.78 a	

COTTON SEED PRODUCTS

BOUGHT AND SOLD
ON BROKERAGE BASIS
EXCLUSIVELY

LET US OFFER
YOUR CRUDE OIL AND
SOAPSTOCK.

WOOD, FRY & CO.

60 BROADWAY, NEW YORK

Members New York Produce Exchange

The Chickasha Cotton Oil Company

General Office . . Chickasha, Okla.

Manufacturers of Crude and Refined Cotton Seed Oil.

Shipment in buyers or sellers tanks.

Also Cottonseed Meal for Feeding and Fertilizer purposes.

C. L. WIDNEY, Sales Manager

The Procter & Gamble Co.

Refiners of All Grades of

COTTONSEED OIL

Jersey Butter Oil
Boreas, Prime Winter Yellow
Venus, Prime Summer White

Marigold Cooking Oil
White Clover Cooking Oil
Puritan Salad Oil

Offices: Cincinnati, Ohio

Refineries: () IROVDALE, O.
() PORT IVORY, N. Y.
() KANSAS CITY, KAN.
() MACON, GA.

Cable Address: Procter, Cincinnati, U. S. A.

ASPEGREN & CO.

Produce Exchange Building

NEW YORK CITY

EXPORTERS**BROKERS**ORDERS SOLICITED
TO
BUY OR SELL**COTTON SEED OIL**
SPOT AND FUTURE DELIVERYON THE NEW YORK
PRODUCE
EXCHANGE FOR

WE ISSUE THE ONLY DAILY PRINTED MARKET LETTER ON COTTON SEED OIL IN THIS COUNTRY. SENT FREE OF CHARGE TO OUR REGULAR CUSTOMERS

WE ARE SELLING AGENTS FOR

THE PORTSMOUTH COTTON OIL REF. CORP. OF PORTSMOUTH, VA. — AND — THE GULF & VALLEY C. O. COMPANY, LTD., OF NEW ORLEANS, LA.

WE ARE PLEASED TO QUOTE PRICES ON ALL GRADES OF REFINED COTTON SEED OIL IN BARRELS OR LBS. IN BUYERS OR SELLERS TANK CARS, F.O.B. REFINERY
OR DELIVERED ANYWHERE IN THIS COUNTRY OR EUROPE.**COTTONSEED OIL EXPORTS**

Exports of cottonseed oil reported for the week up to August 21, 1913; for the period since September 21, 1912, and for the same period last year, were as follows:

From New York.							
Port.	For week.	Since Sept. 1, 1912.	Same period, 1911-1912.	Port.	For week.	Since Sept. 1, 1912.	Same period, 1911-1912.
Bbls.	Bbls.	Bbls.	Bbls.	Bbls.	Bbls.	Bbls.	Bbls.
Aalesund, Norway	—	—	102	Cogulimbo, Chile	—	—	10
Aarhus, Denmark	—	—	25	Corinto, Nicaragua	—	5	73
Aberdeen, Scotland	—	—	550	Cork, Ireland	—	—	400
Acapulco, Salvador	—	—	48	Corral	—	—	207
Accra, W. Africa	—	—	100	Cristobal, Panama	—	—	533
Adalah, Africa	—	—	—	Cucuta, Colombia	—	3	13
Adelaide, Australia	—	—	9	Curacao, Leeward Islands	—	74	99
Alexandria, Syria	—	—	18	Danzig, Germany	—	—	30
Alexandria, Egypt	—	—	5,357	Dedeagatch, Turkey	—	1,740	—
Algiers, Algeria	—	—	423	Delagoa Bay, Africa	—	5	239
Algon Bay, Africa	—	—	404	Demerara, Br. Guiana	20	2,799	2,610
Amnapola, Honduras	—	—	37	Dominica, W. I.	—	620	136
Amsterdam, Holland	—	—	703	Drontheim, Norway	—	—	210
Ancona, Italy	—	—	2,950	Dublin, Ireland	—	—	5,084
Antigua, W. I.	—	—	52	Dunedin, N. Z.	—	—	9
Antilla, W. I.	—	—	19	Dunkirk, France	—	425	36
Antofagasta, Chile	—	—	50	Falmouth, W. I.	—	31	—
Antwerp, Belgium	3,910	7,083	—	Galatz, Roumania	—	—	1,127
Arendal, Norway	—	—	59	Gallipoli, Turkey	—	—	105
Arica, Chile	—	—	234	Genoa, Italy	590	43,209	32,250
Asuncion, Paraguay	—	—	17	Gibraltar, Spain	—	—	177
Auckland, N. Z.	—	—	55	Glasgow, Scotland	—	5,079	6,184
Aux Cayes, Haiti	—	—	6	Gonalves, Haiti	—	—	4
Azu, W. I.	—	—	244	Gothenberg, Sweden	—	—	3,044
Bahia, Brazil	—	—	406	Grand Papo	—	—	77
Bahia Blanca, A. R.	—	—	197	Grenada, W. I.	—	—	83
Barbados, W. I.	135	3,842	713	Gundeloupe, W. I.	—	736	2,504
Bari, Italy	—	—	161	Guadalupe, P. R.	—	—	16
Barranquilla, Colombia	—	—	5	Guantanamo, Cuba	—	—	53
Beira, Africa	—	—	4	Guaymas, Mexico	—	—	132
Belrut, Syria	—	—	24	Hamburg, Germany	—	11,705	4,358
Belize, Br. Honduras	—	—	47	Havana, Cuba	—	2,417	1,008
Bergen, Norway	—	—	120	Havre, France	—	14,884	10,032
Birkenhead, England	—	—	100	Helsingborg, Sweden	—	—	100
Bordeaux, France	—	—	1,183	Helsingfors, Finland	—	—	40
Braila, Roumania	—	—	700	Hong Kong, China	—	—	22
Bremen, Germany	—	—	325	Horseus, Denmark	—	—	75
Bristol, England	—	—	100	Hull, England	25	1,890	732
Buenos Aires, A. R.	—	—	20,292	Iquique, Chile	—	—	72
Calbarien, Cuba	—	—	9	Jacmel, Haiti	—	—	4
Cairo, Egypt	—	—	465	Jeremie, Haiti	—	—	9
Camaquay	—	—	24	Kingston, W. I.	98	3,808	4,517
Cape Haytian, Haiti	—	—	5	Kobe, Japan	—	—	6
Cape Town, Africa	3	2,227	2,067	Koenigsberg, Germany	—	—	145
Cardenas, Cuba	—	—	55	Kustendji, Roumania	—	—	2,950
Cartagena, Colombia	37	394	14	Lagos, Nigeria	—	—	76
Casablanca, Venezuela	—	—	290	La Guaira, Venezuela	—	—	7
Cavala, P. I.	—	—	25	La Libertad, Salvador	—	—	4
Cayenne, Fr. Guiana	—	—	1,430	La Plata, A. R.	—	1,538	101
Ceara, Brazil	—	—	19	Las Palmas, A. R.	—	—	25
Christiania, Norway	—	—	1,535	La Union, Salvador	—	—	43
Christiansund, Norway	—	—	100	Leghorn, Italy	—	—	1,834
Cienfuegos, Cuba	—	—	32	Leipzig, Germany	—	—	38
Ciudad Bolivar, Venezuela	—	—	187	Leith, Scotland	—	—	100
Colon, Panama	15	2,444	2,171	Liverpool, England	—	17,578	34,130
Constantinople, Turkey	—	—	200	Loanda, Africa	—	—	5
Constantia, Roumania	—	—	100	London, England	—	19,595	8,037
Copenhagen, Denmark	24	9,359	8,689	Maccio, Brazil	—	—	50
				Macoris, S. D.	—	377	764
				Malmö, Sweden	—	—	474
				Malta, Island of	—	—	3,151
				Manchester, England	—	12,073	8,500
				Manila, P. I.	—	—	9
				Maracibo, Venezuela	—	—	22,635
				Marselles, France	—	—	26,351
				Martinique, W. I.	—	—	1,388
				Masawa, Arabia	—	—	20
				Matanzas, W. I.	—	—	374
				Melbourne, Australia	—	—	186
							423
				Mersina, Turkey	—	—	—
				Monte Cristi, S. D.	—	—	1,074
				Montego Bay, W. I.	—	—	18
				Montevideo, Uruguay	—	—	7,744
				Moyaquez	—	—	150
				Naples, Italy	—	—	2,127
				Newcastle, England	—	—	7,276
				Norrköping, Sweden	—	—	303
				Nuevitas, Cuba	—	—	60
				Oran, Algeria	—	148	19
				Palermo, Sicily	—	—	2,001
				Panama, Panama	—	—	25
				Panderna, Asia	—	—	3
				Para, Brazil	—	—	610
				Paramaribo, Dutch Guiana	—	—	11
				Pasto, Colombia	—	—	44
				Patras, Greece	—	—	61
				Pernambuco, Brazil	—	—	7
				Piraeus, Greece	—	—	325
				Plantonia	—	3,109	48
				Ponce, P. R.	—	—	5
				Port Antonio, W. I.	—	—	3
				Port au Prince, W. I.	8	—	180
				Port Barrios, C. A.	—	—	164
				Port Limon, C. R.	—	—	467
				Port Maria, W. I.	—	—	14
				Port Natal, Africa	—	—	85
				Port of Spain, W. I.	—	—	531
				Port Said, Egypt	—	—	696
				Porto Cortes, Honduras	—	—	45
				Progreso, Mexico	—	—	8
				Puerto, Mexico	—	—	15
				Puerto Padre	—	—	259
				Puerto Plata, S. D.	—	—	130
				Punta Arenas, C. R.	—	—	16
				Ravenna, Italy	—	—	734
				Rio Janeiro, Brazil	—	—	137
				Rodosta, A. R.	—	—	460
				Rosario, A. R.	—	—	2,332
				Rotterdam, Holland	—	—	4,369
				St. Croix, W. I.	150	45,991	735
				St. John, N. F.	—	—	696
				St. Kitts, W. I.	—	—	5
				St. Marc, Haiti	—	—	71
				St. Thomas, W. I.	—	—	154
				Salonica, Turkey	—	—	415
				Sanchez, S. D.	34	379	165
				San Domingo, S. D.	—	—	3
				San Juan, P. R.	—	—	379
				Santa Marta, Colombia	—	—	334
				Santiago, Cuba	—	—	517
				Santiago, Chile	—	—	1,903
				Santos, Brazil	—	—	834
				Savanna, Colombia	—	—	39
				Sekondi, Africa	—	—	1,816
				Serena, Chile	—	—	795
				Shirvan, Turkey	—	—	66
				Southampton, England	—	—	7,060
				Stavanger, Norway	—	—	2,115
				Stettin, Germany	—	—	9
				Stockholm, Sweden	—	—	9
				Surinam, Dutch Guiana	—	—	20
				Sydney, Australia	—	—	2,349
				Tampico, Mexico	—	—	950
				Tangiers, Norway	—	—	1,679
				Taltal, Chile	—	—	25
				Tonsberg, Norway	—	—	1,005
				Trebizond, Armenia	—	—	778
				Trieste, Austria	—	—	41
				Trinidad, Island of	20	56,760	1,020
				Tripoli, Tripoli	6	770	4,149
				Tumaco, Colombia	—	—	77
				Turks Islands, W. I.	—	—	21
				Valparaiso, Chile	—	—	6
				Venice, Italy	—	—	16
				Vera Cruz, Mexico	—	—	150
				Wellington, N. Z.	—	—	20
				Yokohama, Japan	—	—	24,307
				Zanzibar, Zanzibar	—	—	381
					—	—	10
					—	—	88
					—	—	595
					—	—	4,633
					—	—	40,938
					—	—	174
					—	—	41
					—	—	215
					—	—	14
					—	—	47

Total 1,161 407,407 432,612

(Continued on page 35.)

VEGETABLE STEARINES AND MARGARINESof a quality to meet require-
ments for food purposes for**Lard Refiners, Compound Makers, Butterine
Manufacturers, Candy Makers, etc.**and for all purposes where animal mar-
garines and stearines are being used.**JOSLIN-SCHMIDT & COMPANY,**
CINCINNATI, OHIO, U. S. A.**COTTON MEAL AND CAKE EXPORTS.**

Exports of cottonseed oil cake and meal for the year ending June, 1913, amounted to 1,128,092,367 lbs., compared to 1,293,690,138 lbs. for the previous year, and 804,596,955 lbs. two years ago.



Service Means Trade

Storekeeping today means service to customers.

The successful butcher holds and builds up trade by completely satisfying his customers' needs in his line.

System Means PROFIT

But your profit as a butcher depends on the way you handle your money and records of goods you sell.

National Cash Registers are built to meet the needs of every butcher.

They give you complete and accurate information any time during the day, of your cash sales, credit sales, money received on account, money paid out.

They tell you at a glance just how much business each clerk is doing.

This is the system that means profit for you—assures you of getting your money for all the goods you sell.

There's a kind and size of National for every kind and size of store.

Write for more information

The National Cash Register Company

Dayton, Ohio

HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

Chicago.

PACKER HIDES.—The packers are apparently meeting with more success at present in realizing the $\frac{1}{4}$ c. advance generally asked than was the case a few weeks ago, when they stood out for the similar increase and, after finding buyers out of the market, made sales at unchanged prices. Native cows, both heavy and light weights, are now well established at 18c., with further sales of August salting light cows at 18c., which is $\frac{1}{4}$ c. better than last week, when these were moved at 17 $\frac{1}{4}$ c. It is also confirmed now that sales of light Texas steers have been made at 18 $\frac{1}{4}$ c., which is $\frac{1}{4}$ c. up on these, and it is also pretty well confirmed that one sale at least of August native steers was made at up to 19c. Native steers are firm. Packers are generally asking 19c. for July-August salting, and the market is quotably firm at 18 $\frac{1}{4}$ @19c. In regard to sales of August salting by any of the five packers as rumored at 19c. recently, these still lack confirmation, but it is pretty well confirmed that a large packer did sell 2,000 August at 19c. It is reported that what stocks there were around of January-February-March salting have now been cleaned up, and what few Aprils there are left unsold are held at 17 $\frac{1}{4}$ c. Packers still have some Mays and Junes for which up to 18 $\frac{1}{2}$ c. is now being asked. Texas steers are firm, and regarding recent rumors of light Texas having sold at an advance it is now confirmed that one packer sold from 7,000 to 8,000 heavies and lights at 18 $\frac{1}{4}$ c. and 18 $\frac{1}{2}$ c., respectively, which is a $\frac{1}{4}$ c. increase on the lights, and more than half of the sale consisted of lights. Extremes are held up to 17 $\frac{1}{4}$ c., but are not confirmed, sold over 17 $\frac{1}{2}$ c. Butt brands are firm and in good inquiry. Last sales were at 18c., but are held firm at 18 $\frac{1}{4}$ c. Colorados are in a similar position and firmly held at 18c., with last trading at 17 $\frac{1}{4}$ c. Branded cows are being held at 17 $\frac{1}{4}$ c. for August, and most packers have declined bids of 17 $\frac{1}{2}$ c. Native cows are moving more freely, and are firm in price, especially on late salting. It is now reported that 6,000 more lights of August salting sold at 18c. beside the 2,000 noted recently, though some buyers think September salting was also included. A sale has also been made by a packer of 6,000 March-April lights at 16 $\frac{1}{2}$ c. The market is quotably firm at 17 $\frac{1}{4}$ @18c. for July-August lights and 18c. for August-September heavies. A few February-March-April lights are still being held at 16 $\frac{1}{2}$ c., and for Mays and Junes from 17 $\frac{1}{4}$ @17 $\frac{1}{2}$ c. is asked. Native bulls unchanged at 15 $\frac{1}{2}$ c., with 15 $\frac{1}{4}$ c. asked. Branded bulls still range 13 $\frac{1}{4}$ @14 $\frac{1}{2}$ c.

Later.—Market strong; 3,000 more light Texas (August) sold at 18 $\frac{1}{4}$ c. A packer sold 5,000 northern point branded cows at 17 $\frac{1}{2}$ c. A smaller outside Western point packer sold a car or two of all weight August-September native cows at 17 $\frac{1}{2}$ c.

COUNTRY HIDES.—The market continues quiet owing both to the fact that most tanners are going slow and buying as few hides as possible at present quotations, and also because of the small available supplies. The offering dealers' offerings. Prices are generally strong, but extreme top rates asked are not

being realized very readily. Buffs are quoted firm at 15 $\frac{1}{2}$ @15 $\frac{3}{4}$ c. There are some reports that 2 cars of buffs containing 20 per cent. long and medium hair sold at 15 $\frac{1}{2}$ c., and it is known that dealers here are not willing to sell at 15 $\frac{1}{2}$ c. unless some long hair is included. A car or so of strictly short-haired buffs reported sold at 15 $\frac{1}{4}$ c. is believed to refer to a sale noted last week of short-haired special selection, all No. 1 buffs, at 15 $\frac{1}{4}$ c., and the present market would seem best quotable at 15 $\frac{1}{2}$ c. for regular late receipt hides and 15 $\frac{3}{4}$ c. for all strictly short-haired No. 1 buffs. Heavy cows are also quotable at 15 $\frac{1}{2}$ @15 $\frac{3}{4}$ c., according to lots, etc., but trading is quiet. Extremes continue firm with offerings small and few sales made. Regular current receipt good lots are firm at 16c., but up to 16 $\frac{1}{4}$ @16 $\frac{1}{2}$ c. is being asked for special all No. 1 lots. Heavy steers are firm at 15 $\frac{1}{2}$ c. for late receipts, with some lots held 16c. Bulls firm at 13 $\frac{1}{2}$ c.

CALFSKINS.—The market is firm but unchanged. Two cars more of regular dealers' Chicago mixed skins sold at 20 $\frac{1}{4}$ c., but the best straight Chicago cities are not obtainable under 21c., which price was last paid. Packers last sold at 21 $\frac{1}{2}$ c. Outside cities range all the way from 19 $\frac{1}{4}$ @20 $\frac{1}{2}$ c., as to lots and countries, from 17 $\frac{1}{4}$ @19c. Kips are strong. Last sales of mostly long-haired countries were at 15 $\frac{1}{2}$ c., while stock running 80 per cent. short haired sold at 16 $\frac{1}{4}$ c. One dealer who has a car of all strictly short-haired country kip has declined a bid of 16 $\frac{1}{2}$ c. for them, and is holding at 17c., as he claims the receipts of these are exceedingly light. City kips are quoted at 17c. up to 17 $\frac{1}{2}$ c. asked, and packers are asking 18c. for kips.

SHEEPSKINS.—Few sales of account are noted, but the market is firm with higher prices asked. Packer shearlings rule at 65@70c., with up to 75c. asked, and packer lambs rule at 87 $\frac{1}{2}$ @90c., with from 92 $\frac{1}{2}$ @95c. talked on late August take-off. Outside city packers mostly sell at a range of 70@85c. for lambs and 55@65c. for shearlings, but extra choice heavy weight stock often brings practically as high prices as regular big packer lots. Country lambs are ranged from 50@65c. and shearlings from 30@55c.

New York.

DRY HIDES.—The market on common varieties continues firm with the recent $\frac{1}{4}$ c. advance being maintained. The "Philadelphia" brought 527 Puerto Cabellos, etc., which have been sold at the unchanged price of 30 $\frac{1}{4}$ c. There is nothing else of account on hand outside of a few small scattering lots of Central Americans, etc. River Plates continue strong and excited. Offerings here continue very small of these, and no sales of account are noted through importers, but it is reported that large tanners are buying freely direct.

WET SALTED HIDES.—No sales are noted of frigorifico hides at the River Plate, and last reports were that recent sales were made to both Europe and America, and principally to Canada on this side. A sale is reported of 4,000 Matadero steers and cows running 50 per cent. each at 16 $\frac{1}{2}$ c. No

trading of account is noted in Mexican or Cuban hides.

CITY PACKER HIDES.—Another car of late salting smaller packer native steers has been sold at 17 $\frac{1}{4}$ c., but no business is noted in regular packer stock. The local packers continue very firm in their views, and the offerings of most kinds are light.

COUNTRY HIDES.—The offerings here continue very small, and sales are consequently restricted. Local tanners are busy taking up hides purchased several weeks ago at outside points at prices averaging about $\frac{1}{2}$ c. under present quotations. There was 1 car of Canadian regular country hides offered here recently at 14 $\frac{1}{4}$ c. flat, f. o. b. shipping point, but for some reason these were not taken, as last sales of choice lots of hides in straight car lots were at 15c. flat. No offerings are noted of Ohio and other Middle West buffs at under 15 $\frac{1}{2}$ c., but most buyers do not consider the market over 15 $\frac{1}{2}$ c. A car of smaller packer bulls was recently sold here from Philadelphia at 14 $\frac{1}{2}$ c., selected, but an allowance for time was made on these which might now figure the price on a cash basis over 14c. One dealer, however, refused a bid of 13 $\frac{1}{4}$ c. for a car of regular country bulls 60 lbs. and up, but with extra heavy weights thrown out to make a light average. Regular heavy bulls are quoted around 13 $\frac{1}{2}$ c., selected. Heavy steers are in small supply but quiet, and quoted at a range of 15 $\frac{1}{2}$ @16c., selected.

CALFSKINS.—Some small sales are reported made of New York City skins, but no sizable quantities are being moved, as the local dealers have nothing of account to offer. It is reported that on some of these small sales \$1.75, \$2.25 and \$2.60 were the prices obtained. Offerings of outside skins are also small and good lots of these running all or mostly cities out of first salt are quoted at \$1.57 $\frac{1}{2}$ @1.60, \$2.07 $\frac{1}{2}$ @2.10 and \$2.40, selected. Regular countries continue to range \$1.50@1.55, \$2@2.05 and \$2.30@2.35, as to quality, size, etc. A car of outside city untrimmed skins by the pound is offered at 20 $\frac{1}{2}$ c., Western selection, for all city butcher stock, and 17c. asked for the kips among them, but no sale is noted of these.

HORSEHIDES.—The receipts coming forward at present are moderate, and dealers state that there has not been a large throw of hides this summer. Various prices rule according to the quality and value of different lots. Some buyers are talking that they will not give over \$4.35 for straight outside city renderers' lots without tails and manes, but most of these lots are held above this, and late sales here of dealers' lots not running all straight cities have been at from \$4.30@4.40 flat. One sale has been made here of a lot of 250 hides at \$4.40 flat for No. 2's without tails and manes and the usual reduction for headless. Mixed lots running mostly countries rule at \$4.15@4.20. Last sales here of good regular lots of fronts were at \$3.25, and butts are quiet at from \$1.37 $\frac{1}{2}$ @1.40.

European Markets.

Nothing new has developed at Nijni as yet, and it may take some time for buyers and sellers to get together on calfskins as the Russian holders are talking very high prices. In regard to Russian hides and grassers there is a decidedly firm market on these, owing to the fact that Russian tanners have been buying them themselves quite freely, and there are moderate offerings. Some parties talk up around 32c. for choice Courland and Central Russian hides around 16 lbs. average, with buyers' ideas nearer 29 $\frac{1}{2}$ @30c., and no sales noted. Bids of 31c. on grassers have not been accepted, and from 33@34c. is talked.

Chicago Section

Anyhow, the packers hadn't anything to do with Thaw's departure.

Whatever became of the son of a gun who uster oil his hair and turn his collar a couple of times?

Not a word about the policewomen in the papers since they were turned loose. Is it possible they have been swiped?

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, August 16, 1913, averaged 11.60 cents per pound.

Jevver admit yourself in the wrong? Try it once; it will loosen your hide and open your eyes to better things. Don't get ingrown.

According to the dream book provisions and lard are cheap and a purchase, but the "dope" is: "Don't do it yit. Don't get right too soon!"

Jevver know of anyone in such a rush to jump into another fellow's brogans as Glynn is to try on Sulzer's? Musta bin waitin' for the job.

There ain't nearly so many mad dogs as there are loony auto drivers, nor is a mad dog one hundredth part the menace to life a nutty shuffer is.

Colonel Skinner's prediction that "there never was a drought that was not broken by rain" has again come true, this time in Kansas. Wonderful!

"To the queen's taste!" Henry Arthur Manning, for many years Queen Victoria's chef, is dead. He was the only man who could make a plum puddin' to suit the queen.

Admitting there is a shortage of beef, or accepting reports to that effect as true, what about hogs and also sheep and alleged lambs? Ain't they "some eats," too? Beef or no beef, we are not gone plumb to Hades yet—at least not while Battle Creek, Mich., remains on the map.

The doctors—in congress recently in London—failed to designate England's lunatic zone; they found that of the United States inside Chicago's "loop." Taking the sufferin-yets' antics as a basis, we should say the zone in question runs out beyond the edges of the whole bloomin' island.

"Buy on breaks (the lowest end thereof) and sell on bulges (the highest end thereof)," seems to be as reliable dope as any on the market. All you have to do is to "sense" the bottom of the break, and the top of the bulge. That's all. Quite a little depends, however, upon how you hold your mouth. In speculation "sure things" are always tagged "but" or "if," to distinguish 'em from the inferior grades of tips.

Average weight of hogs received here is off about 5, and is now around 235 pounds.

Choice light hogs are scarce, consequently your fancy breakfast bacon will aviate a few more.

There are just as wonderful stories told on other subjects than fishing, and probably equally as true.

Every packer in the country should attend the A. M. P. A. convention this year. Together with the Third International Congress of Refrigeration, it will be something very much worth while. Don't miss it.

Asa Davidson—absent drowning worms and frogs—writes he caught one about five and one-half feet long and weighing about 160 pounds undressed. No, he didn't take anything along but a regular vacation outfit and a first aid rig, so his friends say.

Bob Hunter, the insurance man, walloped a ball so hard the other day playing meadow pool that he had time to go back to the office and catch up with some of his work before it lit. It was a home curve, and got back some four hours after he swatted it.

Charley Sterne, alias "Granpa," is reported as making his escape from Rotterdam and presumably headed for London, England. Scotland Yard please note that papers will be forwarded for his deportation, to insure his arrival in Chicago not later than September 22.

The great majority of people are awfully careless. They keep no account whatever of monetary receipts and disbursements. After the coal, gas, grocer and butcher man gets through with them they squander the balance of their weekly stipend in riotous extravagance. Yes, they do!

They are not all confined to the "Loop" district. Wilbur Glen Voliva, the self-appointed leader of Zion City, says: "Kansas and adjoining States have reaped a harvest of the wrath of the Lord. The drought which has afflicted the land there has been the Lord's direct answer and warning that He will not keep sending rain to grow hogs to pollute the people." If Vol's dope is O. K., the Lord must be on the bull side.

Price may tempt, but quality counts.

Don't swear—merely "tut tut." It answers the purpose—nearly.

Quite a few of the boys are away—drowning worms and playing meadow pool.

In Chicago all saloons are closed, shut up, out of business, after 1 a. m.—sometimes!

A picture purporting to exhibit "the gate through which Thaw escaped" shows no hole through said gate, bah jove!

George A. Hormel, the Austin (Minn.) packer, and a party of friends motored to Chicago during the week, something like a 400-mile trip.

Board of Trade prices for hog products bear no relation whatever to the retail butchers' prices. They are not even acquainted ever so slightly.

The weather man musta used up a whole lot of left-over from July hot weather last week, and it was in perfect working order, too, 100 per cent. efficient, whatever street that is.

A. L. Eberhardt, of the Hormel Packing Company, Austin, Minn., is in town again. Mr. Eberhardt says his territory never looked better, everything is lovely, and the goose, etc., and the "musty ale," etc.

L. Wallis Gibbons, president of the Central Manufacturing Company, Lockland, O., and Secretary William Callan were visitors during the week. Got everything straightened out and in good running order since the flood.

Board of Trade bargain counter (hog products) still available. 'Twill not ever be thusly, with medium grade oranges at 60 cents per dozen. Well! We'll cut out the oranges and substitute cabbage at a nickel a pound. How's that? Pig's head and cabbage. Corned beef's a myth—nearly.

R. Mannheimer, of the Evansville Packing Company, Evansville, Ind., and a member of the Executive Committee of the American Meat Packers' Association, was a visitor during the week. He says the wheat crop looks good in his territory, but the outlook for corn is poor and pastures are all burned up.

A week ago the grocer guy said all the "truck" farms were burnt up and all the wedgetables wit 'em, accounting for the high price of the little stuff he had managed to scrape up. This week the truck farms are all under water, and what of the wedgetables wasn't burnt up are drowned, accounting for the high price of the little stuff he had managed to scrape up. Trow up the sponge, Mr. Ultimate. They gotcher!

H. C. GARDNER. F. A. LINDBERG.
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
1134 Marquette Bldg. CHICAGO

DAVID I. DAVIS & CO.
PACKING HOUSE EXPERTS
Manhattan Building, CHICAGO, ILL.
Designers of Packing Plants
Cold Storage and Warehouses

The Davidson Commission Company
519-520-521 Postal Telegraph Building CHICAGO, ILL.
BROKERS
Making a Specialty of MEATS, LARD AND
PACKINGHOUSE PRODUCTS of every descrip-
tion, COTTONSEED OIL AND PRODUCTS.

IF YOU ARE SELLERS, we have facilities for placing your offerings to best advantage in all directions.

IF YOU ARE BUYERS, give us a call. If we have no suitable offerings in hand we will find what you want.

MERIT!!!

That is what makes our

SUPREME ANHYDROUS AMMONIA

tower way above all others.

It is a product of which we are justly proud.

Did you ever hear of anyone change after once using

ANHYDROUS SUPREME AMMONIA

"EVERY OUNCE ENERGIZES"

Drop a line for a demonstration.

Supreme Means { Less Power—Less Coal—Less Expense.
More Refrigeration—More Satisfaction—More Efficiency.

NEW YORK
35th St. & 11th Ave.
Provision Department

MORRIS & COMPANY

CHICAGO
U. S. YARDS

OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, August 21.—The provision market is stronger on account of continued poor reports from the corn belt. The drouth also forced larger shipments of hogs from the affected districts, but as these shipments are not as large as were expected, lard became a dearer article. Neutral lard is very quiet, the stocks of this article are small and very little is being made. Oleo oil has been for quite some time past a very much neglected article, but is beginning to show signs of being soon in better demand. Old crop cottonseed oil is slightly higher, with small stocks and little demand. Not much doing in new crop oil, as prices for same are high.

COTTONSEED OIL EXPORTS.

(Continued from page 31.)

From New Orleans.

Antwerp, Belgium	300	11,535
Belfast, Ireland	150	880
Bremen, Germany	—	1,400
Bristol, England	—	50
Buenos Aires, A. R.	250	4,073
Cagliari, Sardinia	—	75
Christiania, Norway	—	11,135
Colon, Panama	—	525
Copenhagen, Denmark	—	600
Dublin, Ireland	—	250
Genoa, Italy	—	450
Glasgow, Scotland	—	700
Gothenberg, Sweden	—	3,400
Hamburg, Germany	200	7,266
Havana, Cuba	—	4,927
Havre, France	—	1,150
Kingsston, W. I.	—	85
Leghorn, Italy	—	25
Liverpool, England	—	2,975
London, England	—	1,725
Manchester, England	—	2,825
Marseilles, France	—	1,260
Montevideo, Uruguay	15	175
Naples, Italy	—	50
Port Limon, C. R.	—	—
Progreso, Mexico	—	2,070
Rotterdam, Holland	—	82,057
Slavanger, Norway	—	945
Tampico, Mexico	—	240
Trieste, Austria	—	450
Vera Cruz, Mexico	—	1,118
Total	405	134,351

From Galveston.

Antwerp, Belgium	—	2,330
Bremen, Germany	—	1,367
Copenhagen, Denmark	450	—
Genoa, Italy	—	50
Hamburg, Germany	250	3,068
Havana, Cuba	—	107
Manchester, England	—	997
Manzanilla, Cuba	—	125
Rotterdam, Holland	—	5,342
Tampico, Mexico	—	500
Vera Cruz, Mexico	—	3,245
Total	11,009	21,572

From Baltimore.

Antwerp, Belgium	—	2,200
Bremen, Germany	—	55
Bremerhaven, Germany	—	180
Christiania, Norway	325	—
Constanta, Roumania	—	50
Constantinople, Turkey	—	50
Copenhagen, Denmark	—	25
Gothenberg, Sweden	—	200
Hamburg, Germany	—	1,000
Havre, France	—	3,480
Liverpool, England	—	400
London, England	—	255
Malta, Island of	—	125
Rotterdam, Holland	—	6,550
Total	12,155	8,246

From Philadelphia.

Genoa, Italy	—	10
Hamburg, Germany	—	1,365
Liverpool, England	—	763
London, England	—	250
Rotterdam, Holland	—	435
Total	2,378	4,168

From Savannah.

Antwerp, Belgium	—	1,953
Bremen, Germany	—	102
Hamburg, Germany	—	604
Havre, France	—	5,706
Liverpool, England	—	26,897
London, England	—	5,476
Manchester, England	—	—
Rotterdam, Holland	—	41,874
Total	42,478	83,187

From Newport News.

Hamburg, Germany	—	5,465
Liverpool, England	—	100
Rotterdam, Holland	—	8,550
Total	14,105	13,685

From Norfolk.

Glasgow, Scotland	—	1,274
Hamburg, Germany	—	650
Liverpool, England	—	2,085
London, England	—	575
Rotterdam, Holland	—	12,700
Total	17,264	32,072

From Mobile.

Buenos Aires, A. R.	—	6,180
Havana, Cuba	—	26
Total	—	6,186

From Boston.

Canada	—	60
Liverpool, England	—	887
London, England	—	310
Manchester, England	—	300
Total	—	947

From San Francisco.

British East Indies	—	3
Guatemala	—	9
Hong Kong, China	—	10
Mexico	—	102
Nicaragua	—	1
Salvador	—	4
Yokohama, Japan	—	—
Total	—	172

From All Other Ports.

Canada	—	70,556
Mexico (including overland)	—	35,492
Total	—	106,048

Recapitulation.

From New York	1,161	407,407	452,612
From New Orleans	405	134,351	251,161
From Galveston	—	11,009	21,572
From Baltimore	—	12,155	8,246
From Philadelphia	—	2,378	4,168
From Savannah	—	42,478	83,187
From Newport News	—	14,105	13,685
From Norfolk	—	17,264	32,072
From Mobile	—	6,186	—
From Boston	—	947	3,129
From San Francisco	—	172	40
From all other ports	—	106,048	54,295
Total	1,626	754,800	924,137

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 11.....	14,771	599	39,876	37,969
Tuesday, Aug. 12.....	4,319	1,648	15,894	30,127
Wednesday, Aug. 13.....	21,779	1,767	40,996	24,206
Thursday, Aug. 14.....	4,944	1,025	29,971	21,069
Friday, Aug. 15.....	1,368	143	19,641	4,359
Saturday, Aug. 16.....	306	29	9,943	2,002

Total last week.....	47,487	5,208	156,321	119,152
Previous week.....	39,962	3,708	122,798	93,077
Cor. week, 1912.....	50,997	7,256	92,679	117,320
Cor. week, 1911.....	49,522	8,372	107,902	120,856

SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Aug. 11.....	4,495	97	10,515
Tuesday, Aug. 12.....	1,458	9	3,608
Wednesday, Aug. 13.....	5,326	64	4,805
Thursday, Aug. 14.....	3,944	34	7,687
Friday, Aug. 15.....	1,414	19	6,665
Saturday, Aug. 16.....	42	—	1,878

Total last week.....	16,883	223	35,158
Previous week.....	14,461	127	28,006
Cor. week, 1912.....	17,141	382	27,720
Cor. week, 1911.....	16,633	414	33,980

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Aug. 10, 1913.....	1,483,733	4,583,100	2,806,230
Same period, 1912.....	1,581,768	4,822,076	3,145,634

Combined receipts of hogs at eleven points:	
Week ending Aug. 16, 1913.....	454,000
Previous week.....	440,000
Cor. week, 1912.....	318,000
Cor. week, 1911.....	318,000
Total year to date.....	15,505,000
Same period, 1912.....	16,432,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:	
Cattle.....	160,500
Hogs.....	355,000
Sheep.....	237,500
Week ago.....	148,300
Year ago.....	168,900
Two years ago.....	155,800

CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Aug. 16, 1913:	
Armour & Co.....	28,300
Swift & Company.....	21,800
S. & S. Co.....	9,800
Morris & Co.....	9,100
Anglo-American.....	6,100
Boyd-Latham.....	4,100
Hammond Co.....	8,000
Western P. Co.....	6,000
Robert & Oake.....	3,200
Miller & Hart.....	3,000
Independent P. Co.....	6,200
Breman P. Co.....	4,100
Others.....	7,100
Totals.....	117,400
Previous week.....	98,500
1912.....	67,300
1911.....	77,400
Total year to date.....	3,788,800
Same period last year.....	3,789,200

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$8.15	\$8.35	\$4.30	\$7.20
Previous week.....	8.25	8.50	4.50	7.05
Cor. week, 1912.....	8.40	8.15	3.95	6.95
Cor. week, 1911.....	7.15	7.37	3.60	6.50
Cor. week, 1910.....	6.85	8.17	4.20	6.60

CATTLE.

Steers, good to choice.....	\$8.50@9.00
Steers, fair to good.....	7.50@8.50
Inferior steers.....	7.00@7.50
Distillery steers.....	8.25@8.40
Yearlings, good to choice.....	8.25@9.00
Yearlings, fair to good.....	7.25@8.25
Canner bulls.....	3.50@4.50
Stockers.....	6.75@7.90
Feeding steers.....	7.00@8.00
Medium to good beef cows.....	5.25@6.00
Fair to good heifers.....	7.00@8.00
Good to prime heifers.....	8.00@8.75
Good to choice cows.....	5.75@7.25
Common to good cutters.....	4.25@4.75

Inferior to good canners.....	3.50@4.25
Butcher bulls.....	6.25@7.00
Bologna.....	3.25@6.00
Distillery bulls.....	6.75@7.25
Good to choice calves.....	10.25@10.75
Fair to good calves.....	8.00@10.25

HOGS.

Choice light, 160 to 190 lbs.....	\$8.75@9.00
Light mixed, 160 to 200 lbs.....	8.45@8.75
Prime light butchers, 160 to 250 lbs.....	8.40@8.60
Prime heavy butchers, 260 to 300 lbs.....	8.25@8.85
Heavy packing.....	7.35@7.75
Mixed packing.....	7.50@8.00
Roughs and throwouts.....	6.90@7.15
Pigs, 110 to 140 lbs.....	7.50@8.00
*Stags.....	8.50@8.90
Boars.....	3.50@5.00

*All stags subject to 50 lbs. dockage.

SHEEP.

Native lambs.....	\$6.50@7.50
Range lambs.....	6.50@7.50
Range yearlings.....	5.50@6.25
Range wethers.....	4.50@4.65
Range ewes.....	4.25@4.40
Feeding lambs.....	6.00@6.75
Native wethers.....	4.50@5.00
Native ewes.....	4.00@4.50
Native yearlings.....	5.50@6.25

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, AUGUST 16, 1913.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
September.....	\$20.60	\$20.70	\$20.60	\$20.70
January.....	19.02½	19.17½	19.00	19.17½
May.....	19.15	19.97½		19.15
LARD—(Per 100 lbs.)—				
September.....	11.07½	11.15	11.07½	11.15
October.....	11.17½	11.20	11.12½	11.20
January.....	10.60	10.67½	10.60	10.67½
RIBS—(Boxed, 25c. more than loose)—				
September.....	11.00	11.10	11.00	11.10
October.....	10.80	11.02½	10.80	11.02½
January.....	9.95	10.12½	9.95	10.12½
May.....				10.17½

MONDAY, AUGUST 18, 1913.

PORK—(Per bbl.)—				
September.....	20.77½	21.00	20.77½	21.00
January.....	19.25	19.50	19.25	19.45
LARD—(Per 100 lbs.)—				
September.....	11.22½	11.27½	11.20	11.27½
October.....	11.25	11.35	11.25	11.35
January.....	10.75	10.82½	10.70	10.82½
RIBS—(Boxed, 25c. more than loose)—				
September.....	11.20	11.42½	11.20	11.42½
October.....	11.10	11.25	11.10	11.25
January.....	10.17½	10.22½	10.15	10.22½
May.....	10.25	10.35	10.25	10.35

TUESDAY, AUGUST 19, 1913.

PORK—(Per bbl.)—				
September.....	21.10	21.10	20.95	20.95
January.....	19.55	19.55	19.35	19.45
LARD—(Per 100 lbs.)—				
September.....	11.30	11.32½	11.17½	11.25
October.....	11.35	11.35	11.25	11.35
January.....	10.87½	10.90	10.82½	10.90
RIBS—(Boxed, 25c. more than loose)—				
September.....	11.57½	11.67½	11.32½	11.40
October.....	11.30	11.35	11.17½	11.30
January.....	10.27½	10.30	10.20	10.20
May.....	10.40	10.45	10.35	10.37½

WEDNESDAY, AUGUST 20, 1913.

PORK—(Per bbl.)—				
September.....	21.00	21.10	21.00	21.00
January.....	19.50	19.65	19.50	19.62½
LARD—(Per 100 lbs.)—				
September.....	11.35	11.35	11.30	11.30
October.....	11.37½	11.42½	11.37½	11.37½
January.....	10.95	10.95	10.92½	10.92½
RIBS—(Boxed, 25c. more than loose)—				
September.....	11.47½	11.62½	11.45	11.52½
October.....	11.35	11.40	11.32½	11.37½
January.....	10.95	10.37½	10.30	10.35
May.....	10.40	10.47½	10.37½	10.45

THURSDAY, AUGUST 21, 1913.

PORK—(Per bbl.)—				
September.....	21.00	21.05	21.00	21.02½
October.....	19.65	19.65	19.55	19.55
May.....	19.67½	19.67½	19.52½	19.55

LARD—(Per 100 lbs.)—				
September.....	11.30	11.32½	11.30	11.30
October.....	11.35	11.40	11.35	11.37½
January.....	10.95	10.95	10.85	10.87½

RIBS—(Boxed, 25c. more than loose)—				
September.....	11.00	11.00	11.55	11.55
October.....	11.35	11.40	11.35	11.35
January.....	10.40	10.40	10.37½	10.35
May.....	10.45	10.50	10.42½	10.42½

FRIDAY, AUGUST 22, 1913.

PORK—(Per bbl.)—				
September.....	20.95	21.02	20.95	20.95
January.....	19.52	19.52	19.50	19.52

LARD—(Per 100 lbs.)—				
September.....	11.20	11.22½	11.17½	11.22½
October.....	11.37½	11.37½	11.25	11.32½
January.....	10.95	10.95	10.85	10.87½

RIBS—(Boxed, 25c. more than loose)—				
September.....	11.47½	11.50	11.40	11.50
October.....	11.32½	11.32½	11.25	11.30
January.....	10.20	10.30	10.22½	10.27½

†Bld. †asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.

Native Rib Roast.....	20	@25
Native Sirloin Steaks.....	22	@25
Native Porterhouse Steaks.....	25	@32
Native Pot Roasts.....	15	@18
Rib Roasts from light cattle.....	13	@17
Beef Stew.....	12	@14
Boneless Corned Briskets, Native.....	16	@16
Corned Rumps, Native.....	16	@16
Corned.....	12½	@12½
Corned Flanks.....	18	@18
Round Steaks.....	18	@23
Round Roasts.....	15	@18
Shoulder Steaks.....	17	@17
Shoulder Roasts.....	15	@16
Shoulder Neck End, Trimmed.....	12½	@12½
Roiled Roast.....	16	@18

Lamb.

Hind Quarters, fancy.....	18	@20
Fore Quarters, fancy.....	12½	@15
Legs, fancy.....	20	@22
Stew.....	12½	@12½
Chops, shoulder, per lb.....	16	@16
Chops, rib and loin, per lb.....	30	@30
Chops, French, each.....	15	@15

Mutton.

Legs.....	14	@16
Stew.....	8	@19
Shoulders.....	12	@12
Hind Quarters.....	10	@10
Fore Quarters.....	12	@12
Rib and Loin Chops.....	18	@20
Shoulder Chops.....	12½	@14

Pork.

Pork Loins.....	18	@20
Pork Chops.....	20	@22
Pork Shoulders.....	15	@15
Pork Tenderloins.....	35	@35
Pork Butts.....	16	@16
Spare Ribs.....	12½	@12½
Hocks.....	11	@11
Pigs' Heads.....	8	@8
Leaf Lard.....	13	@13

Veal.

Hind Quarters.....	18	@20
Fore Quarters.....	12½	@14
Legs.....	20	@22
Breasts.....	12½	@14
Shoulders.....	16	@16
Cutlets.....	16	@16
Rib and Loin Chops.....	18	@20

Butchers' Offal.

Suet.....	7	@7
Tallow.....	4	@4
Bones, per cwt.....	1.25	@1.25
Calveskins, 8 to 15 lbs.....	25	@25
Calveskins, under 8 lbs. (deerskins).....	15	@15
Kips.....	16	@16

AUTOMATIC
IMPROVED

TANKAGE PRESSES AND DRYERS

Economical Efficient
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.
68 William St., New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers	13	@ 13 1/4
Good native steers	12 1/4	@ 12 1/4
Native steers, medium	12 1/4	@ 12 1/4
Heifers, good	12 1/4	@ 12 1/4
Cows	11 1/4	@ 12 1/4
Hind Quarters, choice	11 1/4	@ 12 1/4
Fore Quarters, choice	11 1/4	@ 11 1/4

Beef Cuts.

Cow Chucks	9 1/2	@ 10
Steer Chucks	9 1/2	@ 11
Boneless Chucks	9 1/2	@ 11
Medium Plates	9 1/2	@ 8 1/4
Steer Plates	9 1/2	@ 8 1/4
Cow Rounds	11	@ 14
Steer Rounds	11	@ 14
Cow Loins	13	@ 18
Steer Loins, Heavy	18	@ 18 1/2
Beef Tenderloins, No. 1	18	@ 30
Beef Tenderloins, No. 2	18	@ 30
Strip Loins	13 1/2	@ 13 1/2
Shinloins	17	@ 17
Shoulder Clods	15 1/2	@ 15 1/2
Boils	15 1/2	@ 15 1/2
Rump Butts	12	@ 12
Trimblings	7 1/2	@ 7 1/2
Shank	7 1/2	@ 7 1/2
Cow Ribs, Common, Light	10 1/2	@ 11
Cow Ribs, Heavy	14 1/2	@ 14 1/2
Steer Ribs, Light	15 1/2	@ 16 1/2
Steer Ribs, Heavy	16	@ 16 1/2
Loin Ends, steer, native	15	@ 17 1/2
Loins, cow	15	@ 15
Hanging Tenderloins	12	@ 12
Flank Steak	15	@ 15
Hind Shanks	8	@ 8

Beef Offal.

Brains, per lb.	7	@ 7
Hearts	9	@ 9
Tongues	17 1/2	@ 17 1/2
Sweetbreads	22	@ 25
Ox Tail, per lb.	6	@ 7
Fresh Tripe, plain	4	@ 4
Fresh Tripe, H. C.	6	@ 6
Brains	9	@ 9
Kidneys, each	7 1/2	@ 8

Veal.

Heavy Carcass, Veal	11	@ 11 1/2
Light Carcass	16	@ 16
Good Carcass	17	@ 17
Good Saddle	18	@ 18
Medium Racks	12	@ 12
Good Racks	15	@ 15

Veal Offal.

Brains, each	7 1/2	@ 8 1/4
Sweetbreads	60	@ 75
Plucks	45	@ 50
Heads, each	25	@ 30

Lamb.

Good Caul	12	@ 12 1/4
Round Dressed Lamb	14	@ 14
Saddles, Caul	13 1/2	@ 13 1/2
R. D. Lamb Racks	11	@ 11
Caul Lamb Racks	11	@ 11
R. D. Lamb Saddle	16	@ 16
Lamb Fries, per lb.	18	@ 18
Lamb Tongues, each	4	@ 4
Lamb Kidneys, each	14	@ 14

Mutton.

Medium Sheep	9	@ 9
Good Sheep	9 1/2	@ 9 1/2
Medium Saddle	10	@ 10
Good Saddle	11	@ 11
Good Racks	8	@ 8
Medium Racks	7 1/2	@ 7 1/2
Mutton Legs	11 1/2	@ 11 1/2
Mutton Loins	10	@ 10
Mutton Stew	7	@ 7
Sheep Tongues	2 1/2	@ 2 1/2
Sheep Heads, each	10	@ 10

Fresh Pork, Etc.

Dressed Hogs	13	@ 13
Pork Loins	15 1/4	@ 15 1/4
Leaf Lard	11 1/4	@ 11 1/4
Tenderloins	30	@ 30
Spare Ribs	12	@ 12 1/4
Butts	13 1/4	@ 13 1/4
Hocks	9	@ 9
Trimblings	9	@ 9
Extra Lean Trimblings	11 1/4	@ 11 1/4
Tails	8	@ 8
Snouts	4	@ 5 1/4
Pigs' Feet	4	@ 4
Pigs' Heads	6	@ 6 1/4
Blade Bones	9	@ 9
Blade Meat	10	@ 10
Cheek Meat	9	@ 9
Hog livers, per lb.	2 1/2	@ 2 1/2
Neck Bones	2 1/4	@ 2 1/4
Skinned Shoulders	9	@ 9
Pork Hearts	9	@ 9
Pork Kidneys, per lb.	4	@ 4
Pork Tongues	10	@ 12
Slip Bones	6 1/4	@ 6 1/4
Thill Bones	4 1/2	@ 4 1/2
Brines	11 1/2	@ 11 1/2
Backfat	11 1/2	@ 11 1/2
Hams	12 1/4	@ 12 1/4
Culms	12 1/4	@ 12 1/4
Bellies	12 1/4	@ 12 1/4
Shoulders	12 1/4	@ 12 1/4

SAUSAGE.

Columbia Cloth Bologna	11 1/4	@ 11 1/4
Bologna, large, long, round, in casings	11	@ 11

Choice Bologna	14	@ 14
Frankfurters	12 1/4	@ 12 1/4
Blood, Liver and Headcheese	11	@ 11
Tongue	14	@ 14
Minced Sausage	14 1/4	@ 14 1/4
Luncheon Sausage, cloth paraffine	16	@ 16
New England Sausage	17 1/4	@ 17 1/4
Compressed Luncheon Sausage	17	@ 17
Special Compressed Ham	17	@ 17
Berliner Sausage	15 1/4	@ 15 1/4
Boneless Butts in casings	25 1/2	@ 25 1/2
Oxford Butts in casings	21	@ 21
Poish Sausage	13	@ 13
Garlic Sausage	13	@ 13
Country Smoked Sausage	16	@ 16
Farm Sausage	16	@ 16
Pork Sausage, bulk or link	12 1/4	@ 12 1/4
Pork Sausage, short link	13	@ 13
Boneless Pigs' Feet	10	@ 10
Luncheon Roll	17	@ 17
Delicatessen Loaf	17	@ 17
Jellied Roll	17	@ 17

Summer Sausage.

Best Summer, H. C. (old)	27	@ 27
German Salami (new)	24	@ 24
Italian Salami	27	@ 27
Holsteiner	19	@ 19
Mettwurst, New Farmer	21	@ 21

Sausage in Oil.

Smoked Sausage, 1-50	80.00	@ 80.00
Smoked Sausage, 2-20	5.50	@ 5.50
Bologna, 1-50	5.50	@ 5.50
Bologna, 2-20	5.00	@ 5.00
Frankfurt, 1-50	6.00	@ 6.00
Frankfurt, 2-20	5.50	@ 5.50

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	10.00	@ 10.00
Pickled Plain Tripe, in 200-lb. barrels	7.25	@ 7.25
Pickled H. C. Tripe, in 200-lb. barrels	9.35	@ 9.35
Pickled Ox Lips, in 200-lb. barrels	15.50	@ 15.50
Pickled Pigs' Snouts, in 200-lb. barrels	15.50	@ 15.50
Lamb Tongues, Short Cut, barrels	54.50	@ 54.50

CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	2.05	@ 2.05
2 lbs., 1 or 2 doz. to case	3.85	@ 3.85
6 lbs., 1 doz. to case	15.50	@ 15.50
14 lbs., 1/2 doz. to case	34.00	@ 34.00

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	8.25	@ 8.25
4-oz. jars, 1 doz. in box	8.25	@ 8.25
8-oz. jars, 1/2 doz. in box	11.50	@ 11.50
16-oz. jars, 1/4 doz. in box	22.50	@ 22.50
2.5 and 10-lb. tins	11.50	@ 11.50 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	17.00	@ 17.00
Plate Beef	17.00	@ 17.00
Prime Mess Beef	17.00	@ 17.00
Extra Mess Beef	17.00	@ 17.00
Beef Hams (220 lbs. to bbl.)	17.00	@ 17.00
Rump Butts	17.00	@ 17.00
Mess Pork, old	22.75	@ 22.75
Clear Fat Backs	21.75	@ 21.75
Family Back Pork	25.00	@ 25.00
Bean Pork	17.00	@ 17.00

LARD.

Pure leaf, kettle rendered, per lb., tes	13 1/4	@ 13 1/4
Pure lard	12 1/4	@ 12 1/4
Lard substitutes, tes	11 1/4	@ 11 1/4
Lard, compound	11	@ 11
Cooking oil, per gal., in barrels	78	@ 78
Cooks' and bakers' shortening, tubs	12 1/4	@ 12 1/4
Barrels, 1/2 c. over tierces; half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces	12 1/4	@ 12 1/4

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.	15 1/4	@ 15 1/4
--	--------	----------

DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)		
Clear Bellies, 14@16 avg.	14 1/4	@ 14 1/4
Clear Bellies, 18@20 avg.	14 1/4	@ 14 1/4
Rib Bellies, 18@20 avg.	14	@ 14
Fat Backs, 12@14 avg.	10 1/4	@ 10 1/4
Regular Plates	11 1/4	@ 11 1/4
Clear Plates	10 1/4	@ 10 1/4
Butts	8 1/4	@ 8 1/4
Bacon meats, 1/2 c. to 1 c. more		

WHOLESALE SMOKED MEATS.

Hams, 12 lbs. avg.	10 1/4	@ 10 1/4
Hams, 16 lbs. avg.	18 1/4	@ 18 1/4
Skinned Hams	19 1/4	@ 19 1/4
Calms, 4@6 lbs. avg.	12 1/4	@ 12 1/4
Calms, 6@12 lbs. avg.	14 1/4	@ 14 1/4
New York Shoulders, 8@10 lbs. avg.	14	@ 14
Breakfast Bacon, fancy	20 1/4	@ 20 1/4
Wide, 10@12 avg., and strip, 5@6 avg.	14 1/4	@ 14 1/4
Wide, 6@8 avg., and strip, 4@4 avg.	14 1/4	@ 14 1/4
Rib Bacon, wide, 8@12, strip, 4@6 avg.	14 1/4	@ 14 1/4
Dried Beef Sets	29 1/4	@ 29 1/4
Dried Beef Insides	29 1/4	@ 29 1/4
Dried Beef Knuckles	29 1/4	@ 29 1/4
Dried Beef Outlets	29 1/4	@ 29 1/4
Regular Rolled Hams	28 1/4	@ 28 1/4
Smoked Rolled Hams	28 1/4	@ 28 1/4
Bolled Calas	19 1/4	@ 19 1/4
Cooked Loin Rolls	28 1/4	@ 28 1/4
Cooked Rolled Shoulders	19 1/4	@ 19 1/4

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	18	@ 18
Export Rounds	23	@ 23
Middles, per set	73	@ 73
Beef bungs, per piece	19	@ 19
Beef weasands	45	@ 45
Beef bladders, medium	45	@ 45
Beef bladders, small, per doz.	75	@ 75
Hog casings, free of salt	70	@ 70
Hog middles, per set	10	@ 10
Hog bungs, export	10	@ 10
Hog bungs, large mediums	10	@ 10
Hog bungs, prime	7	@ 7
Hog bungs, narrow	5	@ 5
Imported wide sheep casings	80	@ 80
Imported medium wide sheep casings	70	@ 70
Imported medium sheep casings	60	@ 60
Hog stomachs, per piece	4	@ 4

FERTILIZERS.

Dried blood, per unit	2.65	@ 2.67
Hoof meal, per unit	2.35	@ 2.40
Concentrated tankage	2.30	@ 2.35
Ground tankage, 12%	2.35	@ 2.35 and 10c.
Ground tankage, 11%	2.35	@ 2.35 and 10c.
Ground tankage, 8 and 25%	2.30	@ 2.30 and 10c.
Crushed tankage, 9 and 20%	2.15	@ 2.15 and 10c.
Ground tankage, 6 1/2 and 30%	18.00	@ 18.50
Ground rawbone, per ton	24.00	@ 25.00
Ground steam bone, per ton	20.00	@ 21.00
Unground tankage, per ton less than ground	50c.	@ 50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65@70 lbs., aver.	250.00	@ 275.00
Horns, black, per ton	24.50	@ 28.50
Horns, striped, per ton	33.00	@ 38.00
Horns, white, per ton	60.00	@ 65.00
Flat shin bones, 40 lbs. av., per ton	70.00	@ 75.00
Round shin bones, 35-40 lbs. av., per ton	75.00	@ 80.00
Round shin bones, 50-52 lbs. av., per ton	80.00	@ 80.00
Long thigh bones, 90-95 lbs. av., per ton	80.00	@ 90.00
Skulls, jaws and knuckles, per ton	27.50	@ 29.00

LARD.

Prime steam, cash	11.25	@ 11.25
Prime steam, loose	10.77	@ 10.77
Leaf	10	@ 10 1/2
Compound	10 1/4	@ 10 1/2
Neutral lard	11 1/4	@ 12

STEARINES.

Prime oleo	10	@ 10 1/4
Oleo, No. 2	9	@ 9 1/4
Mutton	10	@ 10 1/4
Tallow	7 1/4	@ 8 1/4
Grease, yellow	5 1/4	@ 6
Grease, A white	6 1/4	@ 7

OILS.

Lard oil, extra, winter strained, tierces	71	@ 73
Extra lard oil	68	@ 68
Extra No. 1 lard oil	60	@ 62
No. 1 lard oil	53	@ 55
No. 2 lard oil	52	@ 54
Oleo oil, extra	11 1/4	@ 11 1/2
Oleo oil, No. 2	11	@ 11 1/2
Oleo stock	9 1/4	@ 10 1/4
Nutsfoot oil, pure, bbls.	68	@ 72
Acidless tallow oils, bbls.	62	@ 64
Corn oil, loose	5.55	@ 5.90
Horse oil	6 1/4	@ 6 1/4

TALLOW.

Edible	8 1/4	@ 8 1/4
Prime city	7 1/4	@ 8
No. 1 Country	7	@ 7 1/4
Packers' Prime	7 1/4	@ 7 1/4
Packers' No. 1	6 1/4	@ 7
Packers' No. 2	5 1/4	@ 6 1/4
Renderers' No. 1	6 1/4	@ 6 1/4

GREASES.

White, choice	7 1/4	@ 7 1/4
White, "A"	6 1/4	@ 6 1/4
White, "B"	6	@ 6 1/4
Bone	5 1/4	@ 6 1/4
Crackling	6 1/4	@ 6 1/4
House	5	@ 5 1/4
Yellow	5 1/4	@ 5 1/4
Glue Stock	5 1/4	@ 5 1/4
Garbage grease	3 1/4	@ 3 1/4
Glycerine, C. P.	19 1/4	@ 19 1/4
Glycerine, dynamite	18 1/4	@ 18 1/4
Glycerine, crude soap	12 1/4	@ 13
Glycerine, candle	14	@ 14 1/4

COTTONSEED OILS.

P. S. Y., loose	61	@ 63
P. S. Y., soap grade	55	@ 55
Soap stock, bbls., concen., 62@65 f. a.	2 1/4	@ 2 1/4
Soap stock, loose, reg., 50% f. a.	1.35	@ 1.45

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, August 20.

A fairly active market with a strong tendency on the good cattle with a slow but about steady trade on other grades was the condition of the market on Monday when we had a moderate run of 18,755 cattle, including 3,000 Westerns. The top of the market, 9c., was paid for several bunches of prime weighty cattle and the bulk of the choice beefs sold at \$8.60@8.85, with good to choice kinds from \$8.25@8.60, and medium to good grades \$7.90@8.25. Tuesday's run of 4,900 cattle included about 2,000 head of Westerns, and the meager supply of native steers on sale met with a demand that was not quotably different from Monday's general level of prices. Wednesday's run of 18,000 cattle included about 3,000 Westerns, and the supply of Natives was fully sufficient for all requirements of the trade, and the market ruled about steady, as compared with Monday's prices, although the choice weighty beefs, as well as the good to choice yearlings, were firm, while the medium and lower priced cattle were rather slow sale. A top of \$9.15 was registered, as compared with 9c. on Monday, thus demonstrating an unusually good demand for top-notch cattle. The three days' receipts total about 41,000 head, which equals the supply for the same period a week ago.

No great change has taken place in the market on butcher stuff. Monday's market was active and 10 to 15c. higher, thus recovering the decline that took place at last week's close, the advance being noted on everything except canners and cutters, that class selling about steady, while some of the better grades of grass heifers showed 15 to 25c. upturn. The bull trade has been steady to strong this week and the calf market shows a decided advance. Receipts are moderate, in fact we are not looking for any big supply of butcher stuff for a long time.

The supply of hogs during the past week here and at other markets has been only moderate, and while the Eastern shippers have taken a fair amount of the choice hogs of light weights, the packers have had a big selection of their kind to choose from, and especially the tail-end of last week the bottom seemed to have fallen out of the trade, particularly on the heavy packing grades, and prices reached the lowest point of the season. Beginning with Monday the receipts showed some let-up. Today the quality doesn't show very much improvement, and with a very good demand we had a 10c. advance on the choice hogs of all weights, and the medium grades and mixed packing showed even greater advance, but it is still a catch-as-catch-can market on all kinds of mixed packing hogs. Today (Wednesday), with about 21,000 fresh receipts, we reached the highest point for several days on the best hogs. Good to choice light sold largely \$8.90@9.10; lightweight butchers, 210@250 lbs. average, \$8.75@9; medium and prime heavy, \$8.50@8.65; good to choice mixed, \$8.25@8.50; good grade of mixed packing, \$7.90@8.15; heavy packing, \$7.50@7.75, with common and thin light skips going at 25 to 50c. discount; good weight pigs, 7 to 8c.; lightweight pigs, 5 to 6c.; sick pigs, \$2.50@4.00.

Receipts of sheep and lambs estimated at 24,000 today (Wednesday) and our market is opening up 15 to 25c. higher on lambs and strong on sheep. Lambs are fully 35 to 40c. higher than last week's close, while sheep are about 15c. higher. Receipts have been very light here on Native stuff this week. There is still a good demand for feeding stock of all kinds and not much coming. We quote: Westerns—Good to choice lambs, \$7.65@7.90; feeding lambs, \$6.60@6.85; fat yearlings, \$5.50@6; feeding yearlings, \$5.40@5.75; fat aged wethers, \$4.35@4.65; feeding wethers,

\$4.25@4.50; yearling ewes, \$5.25@5.50. Natives—Good to choice lambs, \$7.50@7.85; poor to medium, \$6.25@7.25; culls, \$5.50@6; good to choice light ewes, \$4.25@4.40; heavy ewes, \$4@4.25; poor to medium, \$3.25@3.75; culls, \$2.50@3.25; stock ewes, \$4.75@5.25; bucks, \$3.50@3.75.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., August 20.

Receipts of cattle for the week ending today amounted to 27,454 head, which included 10,015 head on the quarantine side. Beef steer offerings have sold generally 15@25c. higher throughout the week. The top on this kind was \$8.70, while the bulk has ranged from \$7.90@8.65. Heifers sold about steady; top on this kind today was \$8.75; the bulk of desirable grades \$7.50@8.65, while those of lesser quality sold from \$5.90@8. Cows steady, with a top for the week of \$8.50, the bulk of the offerings selling from \$5.50@7. Veal calves, 25@50c. higher, top \$10.75 for prime offerings. Texas steers, as compared with last week's values, are a good 15@25c. higher, and in spots more. There has been a very fair run of Oklahoma grassers this week, the top price for this kind being \$6.50, and the bulk \$5@6.25.

Hog receipts were 36,008 during the week ending today. As compared with last week's close the top for this week is about 10c. lower. The market this week has been a rather uneven affair. At the first of the week values declined in one day 30@50c. lower than last week's close. Since that time, however, values have been steadily on the advance, and today reached a top of \$9.05 and the bulk sold at \$8.65@8.95. The bulk for the week has been from \$8.50@8.95. Quality has been fair to good.

Sheep receipts for the week ending today amounted to 18,722. As compared with last week's top, top lambs this week are about 40c. higher. Yesterday the high time was reached, when \$7.50 was paid for choice lambs. Quality has been rather poor, very few choice ones arriving. The bulk of the lamb offerings sold from \$5.50@6.75, while the good to choice kinds brought, generally, from \$7@7.50. Mutton sheep, as compared with last week, are on a fully steady basis. The top on this kind was \$4, nearly all offerings that had any quality selling at this price.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Aug. 19, 1913.

Liberal receipts of cattle arrived yesterday and today, 44,000 for the two days, and the market is holding steady on all kinds. The distribution as to class fits the size of the various lines of demand better than usual. Country demand is exceptionally heavy, and a large share of the supply runs to unfinished animals. Killer demand is not as keen as the country demand, but empty coolers furnish a fairly strong buying incentive, and the crop is taken without haggling. Prime Missouri yearlings made \$9 today, and heavy steers \$8.90, about as good as the best time last week. Kansas grass steers are a quarter lower than a week ago, though some choice Greenwood County steers brought \$8 @8.30 yesterday and today, other Kansas grassers down to \$6.10. Quarantine receipts are moderate this week, and quality is ordinary, the good steers at \$5.80@6.55, light weight common steers \$4.80@5.50. Butcher stuff finds ready sale at firm prices, and calves are higher.

The season for heavy supplies at Kansas City is at hand, regardless of dry weather influences. The scorched area will make itself felt the balance of the season, whether

moisture comes now or not, in an increased number of feeders offered, and fewer beef cattle. Apparently the demand for feeders will prove ample to absorb the supply, and at firm prices, and the reduced proportion of fat cattle will tend to hold up prices for such as get into the fat classes this fall.

Hogs have taken on new life. Country shippers have shut off a lot of trash this week, and the reduced supply is fairly good quality. Receipts today 8,000, market 10@15c. higher, with a strong finish; bulk of sales \$8.25@8.65. The advance yesterday and today is 30c., with packers competing from the opening of the market, in sharp contrast to their dilatory tactics last week.

Sheep and lambs are also higher this week, including a good advance today, top lambs today \$7.50, ewes at \$4.50@4.65, fully a quarter above yesterday. Receipts today 9,000 head, fairly liberal, but runs have been light, and killers needed material badly.

OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., Aug. 19, 1913.

An increase in cattle receipts has brought with it no very radical change in the market. Strictly choice corn-fed beefs are becoming scarcer and stronger, while on the other hand the short-fed and warmed-up steers are selling a little lower in company with the Western rangers with which they come in competition. Prime heavy natives sell up to \$9, but the bulk of the fair to good 1,050 to 1,350-pound beefs sell around \$8.10@8.50, and the short-fed and warmed-up kinds at \$7.35@8 and on down. Best of the Western grass cattle sell around \$7.50@7.75, and some fancy beefs would bring \$8 or better. A good share of the Western range beefs sell around \$6.75@7.25. Cows and heifers have found a broad outlet right along at good firm figures, best corn-fed heifers going as high as \$8, and best grass heifers around \$7. Bulk of the fair to good butcher stock is going at a range of \$5.50@6.50, with canners and cutters at \$3.50@5.25. Veal calves are in good request and steady at \$6 @9, and bulls stags, etc., unchanged at \$4.75 @7. Demand for feeders is keen and the volume of trade large despite the drought over a good part of the corn belt.

Hogs have been coming to market rather freely and packers have naturally taken advantage of the fact to force values to a lower level. Prices declined 35@40c. last week and the undertone is still bearish, as many hogs are being forced onto the market by the prevailing drought. Shipping demand is not very extensive just at present, as Eastern markets have been fairly well supplied with hogs, but local packers are apparently taking all the hogs they can get at prevailing figures. Today's receipts were comparatively light, about 7,000 head, and the market about steady. Top lights brought \$8.35, as against \$8.65 last Tuesday, and the bulk of the trading was around \$7.70@7.80, as against \$7.80@7.95 a week ago.

The market for sheep and lambs has developed considerable strength of late, owing to the increased demand for feeders and the increased competition from this source. Demand for fat stock of all classes continues vigorous and the liberal supplies find a free outlet right along. Fat lambs are selling at a range of \$6.60@7.60; yearlings, \$5@5.75; wethers, \$4.20@4.90, and ewes, \$4@4.60.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO AUGUST 18, 1913.

	Beefers.	Calves.	Lambs.	Hogs.
New York	2,900	3,062	1,064	3,592
Jersey City	2,720	1,273	35,320	18,775
Central Union	2,496	425	20,358	—
Lehigh Valley	2,195	384	5,240	—
Scattering	—	165	—	4,350
Totals	10,371	6,229	63,212	24,717
Totals last week	9,632	8,483	55,041	24,531

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, August 22.—Market steady; Western steam, \$11.65; Middle West, \$11.35 @11.45; city steam, 10 $\frac{1}{2}$ @11 $\frac{1}{2}$ c.; refined Continent, \$12.15; South American, \$12.80; Brazil, kegs, \$13.80; compound, 10 $\frac{1}{2}$ @10 $\frac{1}{2}$ c.

Marseilles Oils.

Marseilles, August 22.—Sesame oil, fabrique, 76 fr.; edible, 91 fr.; copra oil, fabrique, 114 fr.; edible, 126 fr.; peanut oil, fabrique, 77 fr.; edible, 92 $\frac{1}{2}$ fr.

Liverpool Produce Market.

Liverpool, August 22.—(By Cable.)—Beef, extra India mess, 123s. 9d.; pork, prime mess, 112s. 6d.; shoulders, square, 59s.; New York, 58s.; picnic, 50s.; hams, long, 79s.; American cut, 77s. 6d. Bacon, Cumberland cut, 67s. 6d.; long clear, 73s. 6d.; short backs, 66s.; bellies, clear, 69s. Lard, spot prime, 58s.; American refined in pails, 57s. 6d.; 28-lb. blocks, 56s. 9d. Lard (Hamburg), 56 $\frac{1}{2}$ marks. Tallow, prime city, 33s. 3d.; choice, 35s. 3d. Turpentine, 31s. Rosin, common, 10s. 9d. Cheese, Canadian finest white, new, 63s. 6d. Tallow, Australian (at London), 35@39s.

FRIDAY'S CLOSINGS.

Provisions.

The market was quiet but steady on the firmness of the hog markets at Western points.

Stearine.

The market continues quiet and about steady. Demand is not active.

Tallow.

Prices are firm with rather limited offerings. City was quoted 6 $\frac{1}{4}$ c. and specials 6 $\frac{7}{8}$ c.

Cottonseed Oil.

The market was nervous and excited. October broke heavily again on speculative liquidation, but later rallied with lighter offerings. The more forward deliveries were firm.

Market closed at 2 to 20 points decline. Sales, 12,900 bbls. Spot oil, \$8 bid. Crude, nominal. Closing quotations on futures: August, \$8.10@9.25; September, \$8.30@8.40; October, \$7.63@7.65; November, \$6.76@6.78; December, \$6.72@6.73; January, \$6.71@6.74; February, \$6.73@6.77; March, \$6.76@6.77; good off oil, \$8.05 bid; off oil, \$7.75 bid; red off oil, \$7.80 bid; winter oil, \$9.25 bid; summer white, \$9.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, August 22.—Hog market steady and 10c. higher. Bulk of prices, \$7.85@8.95; light, \$8.40@9.20; mixed, \$7.65@9.10; heavy, \$7.50@8.80; rough heavy, \$7.50@7.75; Yorkers, \$9.05@9.15; pigs, \$4.25@8.30. Cattle steady to strong; beefs, \$7@9.15; cows and heifers, \$3.60@8.20; Texas steers, \$6.75@7.70; stockers and feeders, \$5.50@7.90; Western, \$6.20@7.80. Sheep market strong to 10c. higher; native, \$3.75@4.90; Western, \$4@4.90; yearling, \$5@5.90; lambs, \$5.65@8.10; Western, \$6.40@8.10.

Sioux City, August 22.—Hogs strong, at \$7.50@8.10.

St. Louis, August 22.—Hogs higher, at \$8.50@9.20.

Cleveland, August 22.—Hogs higher, at \$9@9.50.

Buffalo, August 22.—Hogs higher, with 3,200 on sale; price, \$9.15@9.65.

Kansas City, August 22.—Hogs higher, at \$8.20@8.90.

South Omaha, August 22.—Hogs higher, at \$7.80@8.60.

St. Joseph, August 22.—Hogs strong, at \$8.10@8.90.

Louisville, August 22.—Hogs steady, at \$8.85@9.

RECEIPTS AT CENTERS

SATURDAY, AUGUST 16, 1913.

	Cattle.	Hogs.	Sheep.
Chicago	200	9,943	2,000
Kansas City	600	6,000	
Omaha	100	3,891	200
St. Louis	75	3,225	400
St. Joseph	200	2,200	300
Sioux City	100	4,000	
St. Paul	700	1,000	400
Oklahoma City	200	300	
Fort Worth	700	200	
Milwaukee		1,394	
Louisville		1,000	787
Detroit		100	
Cudahy		350	
Indianapolis	400	2,000	
Pittsburgh		500	1,000
Cincinnati	153	1,940	2,193
Buffalo	800	1,200	1,000
Cleveland	20	1,000	200
New York	567	2,432	1,504

MONDAY, AUGUST 18, 1913.

Chicago	19,000	29,536	30,000
Kansas City	25,000	3,737	5,000
Omaha	7,000	2,804	16,000
St. Louis	8,500	6,939	3,500
St. Joseph	3,000	4,000	2,300
Sioux City	2,000	2,000	1,500
St. Paul	3,000	400	3,500
Oklahoma City	500	400	
Fort Worth	4,500	700	1,200
Denver	1,500	200	1,500
Louisville		4,202	
Detroit		100	
Wichita		541	
Indianapolis	950	1,000	
Pittsburgh	2,100	6,000	11,000
Cincinnati	1,025	3,235	3,222
Buffalo	3,300	8,800	1,000
Cleveland	300	1,000	3,000
New York	2,933	8,112	16,924

TUESDAY, AUGUST 19, 1913.

Chicago	4,500	11,543	28,000
Kansas City	7,000	8,000	5,000
Omaha	4,500	6,772	16,000
St. Louis	5,500	7,404	2,700
St. Joseph	2,100	7,000	5,500
Sioux City	500	500	
St. Paul	1,500	3,000	800
Oklahoma City	800	900	
Fort Worth	3,000	6,000	200
Milwaukee	300	5,248	500
Louisville		619	727
Cudahy		1,000	
Wichita		1,034	
Indianapolis	2,450	6,000	
Pittsburgh		1,000	1,000
Cincinnati		1,550	
Buffalo	125	2,500	2,400
Cleveland	40	1,000	400
New York	524	2,061	6,110

WEDNESDAY, AUGUST 20, 1913.

Chicago	18,000	20,596	25,000
Kansas City	14,000	8,277	5,000
Omaha	3,000	7,241	9,000
St. Louis	4,300	6,865	6,500
St. Joseph	1,600	4,000	1,500
Sioux City	600	6,000	200
St. Paul	700	2,000	400
Oklahoma City	700	1,500	
Fort Worth	4,500	1,000	300
Milwaukee	50	1,752	100
Denver	500	100	500
Louisville		1,000	1,429
Detroit		1,000	
Cudahy		250	
Wichita		1,034	
Indianapolis	2,150	5,000	
Pittsburgh		1,000	1,000
Cincinnati		1,500	
Buffalo	50	1,600	1,000
Cleveland	40	1,000	400
New York	1,686	4,647	9,189

THURSDAY, AUGUST 21, 1913.

Chicago	5,000	17,000	14,000
Kansas City	6,500	4,700	3,500
Omaha	500	6,000	
St. Louis	3,000	5,150	3,000
St. Joseph		5,000	
Sioux City		2,000	
Milwaukee		2,018	
Louisville		947	1,000
Detroit		1,800	
Cudahy		300	
Wichita		1,000	
Indianapolis		3,000	
Cincinnati	1,029	2,364	2,300
Buffalo	25	2,000	800
Cleveland		1,000	
New York	1,448	1,315	3,703

FRIDAY, AUGUST 22, 1913.

Chicago	2,000	12,000	10,000
Kansas City	2,000	3,500	2,000
Omaha	500	3,000	12,000
St. Louis	2,300	4,500	1,000
St. Joseph	150	2,800	
Sioux City	300	6,000	300
Fort Worth	1,800	800	800
St. Paul	1,100	2,700	8,100
Oklahoma City	850	500	

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, August 16, 1913, are reported as follows:

Chicago.

	Cattle.	Hogs.	Sheep.
S. & S. Co.	5,848	9,800	11,966
Armour & Co.	6,584	28,300	27,267
Swift & Co.	6,487	21,800	36,593
Morris & Co.	4,464	9,100	11,513
G. H. Hammond Co.	2,016	8,600	...
Libby, McNeill & Libby	914	...	...

Boyd, Lunham & Co., 4,100 hogs; Anglo-American Provision Co., 6,100 hogs; Western Packing Co., 6,000 hogs; Roberts & Onke, 3,200 hogs; Miller & Hart, 3,000 hogs; Independent Packing Co., 6,200 hogs; Brennan Packing Co., 4,100 hogs; others, 7,100 hogs.

Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,380	11,331	3,975
Fowler Packing Co.	1,483	...	1,343
S. & S. Co.	5,032	4,808	1,995
Swift & Co.	6,646	6,464	3,899
Cudahy Packing Co.	5,397	3,910	3,758
Morris & Co.	4,920	5,486	1,717
Butchers	179	761	57

Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	977	6,640	2,595
Swift & Co.	1,698	7,943	8,653
Cudahy Packing Co.	2,113	6,513	11,219
Armour & Co.	1,806	10,341	6,625
Swartz & Co.	...	1,954	...
J. W. Murphy	...	2,170	...

St. Louis.

	Cattle.	Hogs.	Sheep.
Morris & Co.	4,720	7,249	6,339
Swift & Co.	3,717	5,581	6,930
Armour & Co.	3,334	4,625	7,357
St. Louis D. B. Co.	1,109	...	672
Independent Packing Co.	1,590	...	...
Belz Packing Co.	...	772	...
Hell Packing Co.	12	1,009	...
Krey Packing Co.	13	820	...
Carondelet Packing Co.	24	279	...
East Side Packing Co.	200	1,907	...
Others	2,818	20,716	2,303

St. Joseph.

	Cattle.	Hogs.	Sheep.
Morris & Co.	1,725	5,326	2,066
G. H. Hammond Co.	1,630	5,850	1,960
Swift & Co.	2,300	15,322	4,505

Sioux City.

	Cattle.	Hogs.	Sheep.
Cudahy Packing Co.	734	8,407	...
Armour & Co.	665	12,529	...
Swift & Co.	150	2,788	...

Omaha Packing Co., 2,833 hogs; R. Hurnl, 95 cattle; Independent Packing Co., 201 hogs; Statter & Co., 60 cattle; Cudahy Bros., 2,173 hogs; J. L. Brennan Co., 34 cattle; Sacks D. B. Co., 27 cattle; regular dealers, 1,393 cattle; country buyers, 2,010 cattle.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending August 16, 1913:

CATTLE.

Chicago	30,804
Kansas City	29,037
Omaha	6,154
St. Joseph	9,055
Cudahy	599
Sioux City	1,435
South St. Paul	2,719
New York and Jersey City	10,371
Fort Worth	10,371
Philadelphia	1,844
Pittsburgh	2,281
Denver	809
Oklahoma City	4,158
Wichita	1,400

HOGS.

Chicago	121,163
Kansas City	32,630
Omaha	48,971
St. Joseph	33,362
Cudahy	4,620
Sioux City	22,037
Ottumwa	8,996
Cedar Rapids	5,979
South St. Paul	12,568
New York and Jersey City	24,717
Fort Worth	4,410
Philadelphia	3,797
Pittsburgh	4,901
Denver	4,092
Oklahoma City	3,349
Wichita	6,800

SHEEP.

Chicago	189,098
Kansas City	16,744
Omaha	25,933
St. Joseph	10,580
Cudahy	587
Sioux City	2,862
South St. Paul	2,636
New York and Jersey City	68,212
Fort Worth	2,037
Philadelphia	12,248
Pittsburgh	5,461
Denver	2,495
Oklahoma City	110
Wichita	200

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS

How to Serve Customers Over the Telephone

By E. St. Elmo Lewis, of the Burroughs Adding Machine Company.

A little tactfulness in handling complaints that come over the wire, and more understanding of the man at the other end who is often in the wrong, will work wonders in making the store an asset to the community, and make the advertising profitable.

The service rendered should create a favorable opinion of the store and its value to the community. The "public-be-damned" business house never has "public-be-pleased" employees.

I go to my telephone. My gas meter, for instance, is on the bum. It always is, of course. I have a gas meter that has broken all the speed ordinances. My gas meter is out of use, for the sake of argument, and I go to the 'phone to register a kick. I call up. Percy Pinhead is on the other end of the 'phone, or likely it is Miss Tillie Timpkins—she of the small waist and the big pompadour—ever notice how these two always go together? There is some peculiar psychological reason for the combination which I have never been able to reduce to words.

Tillie is very busy, very; for she has a telephone switchboard to look after, not to mention a box of candy, and Robert Chamber's latest love story!

Tillie says "hello!" in a languid tone.

"Is this the City Gas Company?" I ask.

Tillie shifts her quid of spearmint and says "Yes" in a tired tone.

I start to explain what I want.

"Just wait a minute," she interrupts—a thick silence, while I change the receiver to the other hand.

She switches me over to the complaint department.

The young lady stenographer answers the 'phone.

"Well, what is it?"

"The meter in our house is out of order"—I get out when "Just a minute," and again the silence, and I shift to the other foot.

Then the stenographer says, "Tillie, put this call in Mr. Smith's office—Mr. Jones is over there."

I get Smith's office, but Mr. Jones has just left, and I get another "Just a minute."

By this time I am saying things to the wall paper not fit for publication.

Then a hurried, hurried voice over the 'phone says,

"Well, what is it?"

By this time I have almost lost my voice telling what it is, but I try again.

"The meter in our house, 109 Pingree avenue, is out of order; will you send an inspector to look at it?"

"Yes."

The Right Way to Do It.

Bang! goes the 'phone; no chance for a when, what, why or anything.

Have I received service that will make me a booster?

Let us see the easier way.

In the first place the girl should have said "City Gas Company" as soon as she took the signal.

Then as soon as the complaint was made she should have said, "I will connect you with Mr. Jones' desk, who has charge of these things," and somebody should have been there to take the complaint.

The gas company would have become to me a human being, for I would have been dealing with somebody, some person—not an IT.

That is the difference between scientific management and just letting things happen as they please. It is just these little things that make or mar the good will of any business in the minds of the people it serves.

Look into your own. In the meat business most of this telephone talk is with the women customers, and you have to be even more particular to treat them politely. More than that, if you know how to do it you can make your woman customer your "friend for life" by the way you treat her over the 'phone. The telephone is cutting more of a figure in the retail meat business every day, and it will pay to cultivate the right kind of a telephone style.

OHIO BUTCHERS WIN OUT.

The attempt to expel butchers from membership in the combined Ohio State Retail Grocers' and Butchers' Association was defeated at the convention of the association last week at Cleveland. The movement was agitated by grocers who did not want the meat men in their organization. Toledo delegates, representing interests where the combination grocer and meat dealer is strong, defeated the proposition. Cleveland delegates had proposed the change.

FRESH MEAT BY PARCEL POST.

In connection with the extension of the parcel post service, the extension of the first zone rate to cover the second zone, and the increase of the weight limit to 20 pounds, Postmaster General Burleson has also given permission to ship fresh meats and other perishable articles by parcel post. This ruling became effective August 15, and will be of some assistance to retail meat dealers in taking care of outlying trade.

THE TURKISH MEAT PEDDLER.

In Salonica the meat merchant perambulates. On the back of a horse the butcher has an arrangement of carving boards, and cuts off a lamb chop or a roast at his customer's door.

Is there something you want to know badly that you remember reading in The National Provisioner, but you can't recall the date? Get a binder and keep your copies of the paper, and then you'll have it handy, and won't have to waste time writing for it. Our new binder costs but \$1. Ask us about it.

CASH VS. CREDIT CUSTOMERS.

Recently we discussed the relative standing of cash and credit customers in connection with which we referred to the injustice of the discrimination in favor of the charge customers as against those who pay cash. It may seem inconsistent, but in order to be perfectly fair and consistent one must take both sides of this question in discussing it. The discrimination mentioned is both unjust and unfair to the cash customer, and it would almost seem that anything so manifestly unjust and unfair must be wrong in principle. But we would scarcely be justified in making such an assertion, because from the standpoint of the merchant it is entirely consistent, although so far as the cash customer is concerned it is an injustice.

To illustrate: A lady went to one of the high-class stores in the shopping district of Boston to order some visiting cards. The cards were the usual conventional type, printed from an engraved steel plate. This lady had a charge account, but for such small purchases she frequently paid cash. For some reason or other she decided, however, to have the cards, one hundred, charged. The young lady who executed the order assumed a different demeanor on learning that the lady was a charge customer and voluntarily stated that they would have the cards printed at once, and sent by mail, naming the price. Now, the price, to begin with, was less than the lady had been accustomed to pay, when she paid cash, and when she paid cash and the cards were sent by mail, she was required to pay the postage as well. Now, this is a genuine case, and we doubt if one could find anywhere a case of greater discrimination.

What is the reason for this apparently unbusinesslike method? It is not because the cash customer's money is not just as good on the spot as that of the charge customer some weeks hence, or perhaps a month. It is because they care nothing about the cash customer. They are perfectly willing to take his money, but he does not interest them.

Why does the charge customer interest the merchants more? It is for this reason, the merchants go on the principle that the cash customer is not to be depended upon as a customer of the house. The person who pays cash is independent and goes where he pleases. He buys where he pleases or not at all. It does not necessarily follow that the charge customer need be any less independent than the cash customer, but usually a charge customer is inclined to make his purchases with less shopping about. He uses his credit as a convenience, and the merchants figure, and rightly, too, that the charge customer is a permanency. Instead of getting a little of his trade they are pretty likely to get all of it. So far as payment is concerned, so long as a customer pays ultimately it makes little difference to the house. What they wish to assure themselves of is that they will get the money.

Now, a store will follow up its charge customers unremittingly; it will follow a first rendered account with a statement; it will

(Continued on page 42.)

You possess the *liking* now

S EVEN olives, some say, must be eaten before the taste is liked. This case is distinctly one of developing a **liking** for something new.

In the matter of cleanliness this is altogether different, for you already have the **liking**. That's why you will instinctively and instantly like



It brings a state of cleanliness which is thoroughly sanitary, wholesome and refreshing and likable. This better cleanliness is due to the **sanitary** ingredients which are a part of "Wyandotte." You won't find in "Wyandotte" a single trace of fats, soapy grease, lye or caustic, those very ingredients so common to ordinary cleaning agents. When you see how pure and harmless and effective Wyandotte Sanitary Cleaner & Cleanser is, you will wonder why some one had not made such a cleaning agent long ago.

You already have the **liking** for the kind of cleanliness produced by Wyandotte Sanitary Cleaner & Cleanser. It is instinctive.

To prove it let your supply man ship you a keg or barrel and then use it just as you would any cleaning agent. The results need no apologies, they stand for themselves, and figure as carefully as you like, you will agree that Wyandotte Sanitary Cleaner & Cleanser is not only a better cleaner, but the most economical cleaner you ever used.

Indian In Circle



In Every Package

THE J. B. FORD COMPANY, Sole Mfrs.
Wyandotte, Mich., U. S. A.

This Cleaner has been awarded the highest prize wherever exhibited

CASH VS. CREDIT CUSTOMERS.

(Concluded from page 40.)

call attention to the fact that the house does not permit a credit to extend over thirty days. It will be a little more insistent at the end of sixty days, but, nevertheless, unless it is well established that the account is a bad one, the house will exercise any amount of patience and allow any amount of latitude to a customer before they will close an account, because they understand human nature well enough to know that seventy-five per cent. of the people will buy more freely and with less hesitation if the articles are charged than if they pay cash.

The injustice which the charge system works upon cash customers is not deliberate on the part of the merchant, but it is the natural growth of custom, and it is not surprising, of course, that the merchant should avail himself of the advantage which charge accounts give him to the fullest extent. Here is a store, we will say, a gentleman's furnishing house, which carries clothing, everything in the line of haberdashery, boots and shoes, etc. It is quite logical that this house should value a customer who buys his cloths, his hats, his boots and shoes, his haberdashery, carrying a charge account which he settles at intervals, more than a customer who buys a suit of clothes only or a hat or a pair of shoes, doing the rest of his purchasing somewhere else.

The whole thing is easy enough to understand and really the system cannot be in justice criticised. The chief complaint, of course, comes from the cash customer, but he ought to be sensible enough to understand the reason why.—The New England Tradesman.

LOCAL AND PERSONAL.

J. Laomi has purchased the meat market at 630 Division street, Trenton, N. J.

M. Jacobi, a butcher, at 219 E. Burnside avenue, New York City, has filed a voluntary petition in bankruptcy. Liabilities are \$2,001.64 and assets \$843.98.

Price & Pool have purchased the meat market of Rupp & Lambing at Salisbury, N. C.

J. O. Palmer has sold his meat market at Yamhill, Ore., to G. L. Shryder.

The meat business of F. & J. Kampschafer at Chattanooga, Tenn., has been dissolved. J. Kampschafer will continue the business.

The W. L. Henry Company, meat dealers at Macon, Ga., has filed a petition in bankruptcy. The liabilities amount to \$15,865 and assets to \$11,176.

Philip Brothers have discontinued their meat business at Scott City, Kan.

John Gerlach has engaged in the meat business at La Crosse, Kan.

J. P. Brown has taken charge of the meat market of Jesse Overhals at Parkersville, Kan.

John Baston has opened a butcher shop in the Zinn building at Blair, Okla.

H. I. Williams has succeeded to the entire business of the W. & W. Grocery & Market at McAlester, Okla.

E. E. Wright has disposed of his meat market at Kingsdown, Kan.

Tom Cullen has leased the meat market of Fogle & Burns at Formosa, Kan.

W. O. Jones has disposed of his North Side Meat Market at 505 North Main street, Ottawa, Kan., to W. J. Mulinex.

Johnson Brothers have purchased the Wilhite Cash Meat Market at Ponca City, Okla.

W. D. Greer has purchased an interest in the C. L. Walker meat market at Pittsburg, Okla.

L. J. Batchman has sold out his meat market at St. John, Kan., to I. M. Fuller.

Isaac Skinner has purchased back the Richardson Meat Market at Downs, Kan.

Hollenbeck & Hills have moved their meat business to the opposite side of the street at Hope, Kan.

J. Plew has moved his meat market into a new location at Dewey, Okla.

H. E. Youman has opened up a butcher shop in the old W. J. Dickerson building at Tecumseh, Okla.

Claxton & Audd have engaged in the meat business at Checotah, Okla.

John Herman has engaged in the meat business at 129 Washington street, Manistee, Mich.

The Peerless Cash Store at Stockton, Cal., has added a meat department.

Peter Mani, of Cunningham, is about to open a butcher shop at Hatton, Wash.

Oluf Hougdaal is about to open a meat market at Deer Park, Wis.

F. Feiker is about to engage in the meat and grocery business at Racine, Wis.

The butcher shop of Herman Zuelke at Odessa, Minn., has been destroyed by fire.

C. S. Prime has purchased the Western Meat Market at Oxford, Neb., from D. N. Bell.

L. A. Barron, of Hastings, has purchased the meat business of F. A. Barclay at Prosser, Neb.

J. C. Johnson has closed up his meat market at Big Springs, Neb.

J. E. Beekley has begun the erection of a new meat market at Hartington, Neb.

A. J. Forgette, a meat dealer at Greenfield, Mass., has filed a petition in bankruptcy with liabilities of \$1,330 and \$421 assets. The petition was voluntary.

New York Section

Calves brought 19 cents alive in New York this week. And yet they say the meat man is a robber!

Vice-president M. J. Sulzberger, of the S. & S. Company, is abroad on a combined business and pleasure trip.

Swift & Company's sales of fresh beef in New York City for the week ending August 16, 1913, averaged 12.22 cents per pound.

Manager A. J. Hallenbeck, of Swift & Company's Tenth Avenue house, returned this week from a vacation spent in the Catskills.

W. B. Frost, manager of the Swift branch house in West Washington market, has returned from a vacation trip to New Hampshire.

There was more beef unsold in local coolers this week than for a long time. Trade dullness appears to have about reached its height.

W. J. Russell, Jr., son of the only "Uncle Billy," and himself a beef expert of note, was in New York this week looking after Swift interests.

M. Kahn, for many years connected with the sales department of the Joseph Stern & Sons Company, died last week. His funeral on Wednesday of this week was very largely attended by the trade.

Announcement was made last week to the local trade by the S. & S. Company of an advance of 50 cents per 100 pounds in the price paid by it for shop bones. This increase in revenue was very acceptable to the shop butchers.

Arthur J. Wallace, formerly with Samuel Nagle, of West Washington Market, has taken over the management of the Fort Greene house of the Service Stores Co., headquarters of which are located at the Bush

Terminal in Brooklyn. Mr. Wallace is handling poultry and calves.

The foreman of the meat order department of Richard Webber's market and his assistants gave a meat-cutting demonstration before the School of Practical Science of Teachers' College on Wednesday of this week. The object was to show the retail cuts of meat as used in New York and vicinity.

General Manager G. J. Edwards, of Swift & Company's New York territory, is taking a vacation on the golf links. The report that he had gone into training for the approaching national open championship tournament, in which Vardon, Ray and other foreign celebrities will play, proved to be unfounded.

Yonkers retailers have formed a branch of the United Master Butchers of America, and have elected the following officers: President, George Shepard; vice-president, P. E. Radcliff; secretary, Louis Loeb; treasurer, John Kerner; sergeant-at-arms, Samuel Roth; trustees, John Walters, E. G. Snyder and Chas. Hofmeister.

Dr. N. L. Townsend is now inspector-in-charge of the Federal meat inspection service in New York City. He succeeds Dr. Pfister, of Washington, who was in charge temporarily following the assignment of the former inspector-in-charge, Dr. U. G. Houck, to special investigation work in the West. Dr. Townsend comes from Cleveland and is known as an able and wide-awake executive.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending August 16, 1913, by the New York City Department of Health: Meat.—Manhattan, 14,130 lbs.; Brooklyn, 7,580 lbs.; The Bronx, 139 lbs.; Queens, 35 lbs.; total, 21,884 lbs. Fish.—Manhattan, 7,100 lbs. Poultry and game.—Manhattan, 2,801 lbs.; Brooklyn, 15 lbs.; total, 3,816 lbs.

HEARN West Fourteenth St., New York.

NO MEATS BUT EVERYTHING GROCERIES IN LIQUORS DRY GOODS.

CLOSED ALL DAY SATURDAY DURING JULY AND AUGUST
As in past thirteen years

A special course for food inspectors for the coming examination will be started at the West Side Y. M. C. A., beginning Wednesday, August 27. This is especially appealing to butchers, grocerymen and fishermen whose experience makes them eligible to take the examination. The special features of this course will be question papers, home study papers, practical demonstrations with specimens, also trial examination with specimens. The instructions will be given by one of the inspectors now in the New York City Health Department. The opening session is on August 27 at 8 o'clock and is free to those who are interested in it.

There will be a big time in New York when the foreign delegates to the World's Refrigeration Congress arrive here. The delegates are expected in New York from abroad on September 7, and for three days thereafter the local committee will escort the visitors to local plants of refrigeration and allied industries. The delegates will gather at the City Hall on the morning of September 12, where they will be received by Mayor Gaynor, and on the afternoon of the same day they will go up the Hudson to West Point. There will be automobile trips to interesting points about New York, and after a reception at the Engineering Societies building, No. 29 West Thirty-ninth street, the delegates will leave for Washington on September 14. After their visit in Washington they will go to Chicago, where the Congress is to be held.

In connection with the proposed changes in Washington Market the following comment was made by L. J. Callanan, the Vesey street grocer, in a letter to the newspapers: "A concrete floor is not needed in the market proper; a good hardwood floor would be better, and should be raised from two to three feet above the present floor. Then put a first-class concrete floor in the basement, allowing at least seven feet head room with adequate drainage in the basement. There is no use doing anything with the market while the Washington Market Men's Association has control of it; what it wants is a business man and a boss, a man who has a mind and a will of his own. The members of the Washington Market Men's Association as a whole know how to cut up a piece of meat, but when it comes to a broad

view of the business which the market, if properly handled, is capable of doing, they are in the way." This is rather tough on the market men, but it sounds just like Mr. Callanan.

NEW PRESERVATIVE FOR EGGS.

A new agent for the preservation of eggs has been found and placed upon the market by a Zurich concern, and from all accounts has met with very good results, reports Consul General R. E. Mansfield, from Zurich, Switzerland. The preservative is called "ovo conservator," and consists of a prepared liquid substance of adhesive character, the ingredients of which may be easily and cheaply obtained in any country.

The process of preservation is very simple: A flat vessel of about 100 quarts is filled to half its capacity with the preserving agent, into which the eggs are dipped for two minutes and then allowed to dry. For the dipping process the eggs are placed in flat wire baskets, each with a capacity of 300 to 500 eggs. One basket is dipped after the other, and by employing a larger vessel several baskets may be dipped simultaneously. In this manner two or three persons can dip 200,000 eggs per day.

The inventors claim that the treatment is superior to the cold-storage and pickling methods of preservation. Cold-storage eggs, they claim, become decomposed a few days after being removed from the refrigerating rooms, and the pickling method seriously affects the taste of the egg, while considerable expense is involved in the application of both of these methods, whereas economy is one of the chief advantages possessed by the new treatment. They state that eggs are always overhauled before shipment and that very little time is lost in dipping them in the solution during this operation, as they dry very quickly and are almost immediately ready for repacking. No special machinery is required and the new agent is guaranteed to preserve the eggs for nine months, causing them to retain their freshness, weight, transparency, appearance, smell and taste.

The claims of the inventors of "ovo conservator" have been investigated by the authorities of the Federal Polytechnical School at Zurich. Eighteen eggs were submitted to them in December, 1911, 12 of which had been treated with the solution and 6 in their natural state. They were carefully weighed, placed in a sealed box, and after 6, 9 and 12

months were examined and tested. The loss in weight during these intervals is shown, as follows:

	6 mos.	9 mos.	12 mos.
	P. C.	P. C.	P. C.
Preserved eggs	2.81	4.24	5.20
Nonpreserved eggs.	8.20	12.95	17.025

In every case the nonpreserved eggs lost at least three times more in weight than the preserved eggs. As to the density, after nine months all the preserved eggs stood the test in a solution of common salt of 1.015 density, and after one year also, with the exception of one egg. All the nonpreserved eggs failed to stand this test after six months. After an interval of nine months the nonpreserved eggs lost their transparency, whereas the preserved ones were still clearly transparent. Of four preserved eggs, three remained after one year two of good transparency, one fair, and one nearly opaque. The preserved eggs also stood the tests, after one year, of appearance, smell, and taste, whereas the nonpreserved specimens were useless.

The résumé of the authorities' investigation was that the new preserving agent keeps the eggs fresh for nine months, after which time they may be used for every purpose. They state that the decomposing infection takes place either before the egg is laid or afterwards by germs which penetrate the eggshell, and the new treatment prevents the second infection, or at least greatly diminishes it.

COMMERCIAL RELATIONS OF U. S.

A concise volume, which contains statistics showing the foreign trade of each country of the world during 1911 compared with the previous year, has just been issued by the Bureau of Foreign and Domestic Commerce at Washington. This valuable publication shows the principal articles and their value entering into the trade of each country and the itemization of the imports from and exports to the United States. The statistics were prepared by American Consular officers, and supplemented by other official data. In addition to trade statistics, the grain crops and mineral output of the principal countries are given, thus presenting in compact form the principal features upon which the commerce and industries of the foreign countries depend. The volume should prove highly valuable for reference purposes, having been revised and brought up to date so far as statistics were available. Copies of the book may be obtained from the Superintendent of Documents, Washington, D. C., for 35 cents each.

J-M INSULATING MATERIALS

J-M Pure Cork Sheets J-M Granulated
J-M Impregnated Cork Cork
Boards J-M Hair Felt
J-M Mineral Wool J-M Weatherite Paper
Write us as to your requirements.

H. W. JOHNS-MANVILLE CO.
NEW YORK AND EVERY LARGE CITY

NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers.....	\$7.25@8.75
Poor to fair native steers.....	5.85@7.15
Oxen and stags.....	4.00@7.00
Bulls and dry cows.....	2.50@6.50
Good to choice native steers one year ago..	7.80@9.35

LIVE CALVES.

Live veal, common to prime, per 100 lbs.	0.50@13.00
Live calves, culls, per 100 lbs.....	—@—
Live calves, Kentucky.....	—@—
Live veal calves, yearlings, per 100 lbs..	—@—

LIVE SHEEP AND LAMBS.

Live lambs, common to prime.....	6.50@8.00
Live lambs, culls.....	@ 5.00
Live sheep, ewes.....	3.00@4.50
Live sheep, wethers, prime.....	—@—
Live sheep, culls, per 100 lbs.....	@ 2.00

LIVE HOGS.

Hogs, heavy.....	@ 9.40
Hogs, medium.....	@ 9.50
Hogs, 140 lbs.....	@ 9.50
Pigs.....	9.50@9.70
Rough.....	8.40@8.50

DRESSED BEEF.

CITY DRESSED.

Choice native heavy.....	13 1/2 @ 14
Choice, native light.....	13 1/2 @ 14
Native, common to fair.....	12 @ 13

WESTERN DRESSED BEEF.

Choice native heavy.....	13 1/2 @ 14
Choice native light.....	13 1/2 @ 14
Native, common to fair.....	12 1/2 @ 13
Choice Western, heavy.....	@ 12 1/2
Choice Western, light.....	@ 12
Common to fair Texas.....	10 @ 11 1/2
Good to choice helters.....	@ 12 1/2
Common to fair helters.....	@ 11 1/2
Choice cows.....	@ 11
Common to fair cows.....	10 1/2 @ 11
Fleshy Bologna bulls.....	10 1/2 @ 11

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	16 @ 16 1/2	16 1/2 @ 17
No. 2 ribs.....	14 @ 14 1/2	15 @ 16
No. 3 ribs.....	11 @ 12	14 @ 15
No. 1 loins.....	16 @ 16 1/2	17 1/2 @ 18 1/2
No. 2 loins.....	14 @ 14 1/2	16 1/2 @ 17 1/2
No. 3 loins.....	11 @ 12	15 1/2 @ 16 1/2
No. 1 hinds and ribs.....	13 @ 16	15 1/2 @ 16
No. 2 hinds and ribs.....	14 @ 15	15 @ 15 1/2
No. 3 hinds and ribs.....	13 @ 14	14 @ 14 1/2
No. 1 rounds.....	13 @ 14	13 @ 13 1/2
No. 2 rounds.....	12 @ 13	12 1/2 @ 13
No. 3 rounds.....	11 @ 12	11 @ 12
No. 1 chucks.....	11 1/2 @ 12	12 @ 12 1/2
No. 2 chucks.....	10 @ 11	11 1/2 @ 12 1/2
No. 3 chucks.....	8 @ 10	10 @ 11 1/2

DRESSED CALVES.

Veals, city dressed, good to prime, per lb..	@ 17 1/2
Veals, country dressed, per lb.....	@ 16
Western calves, choice.....	@ 15
Western calves, fair to good.....	13 @ 14
Western calves, common.....	12 @ 13
Grassers and buttermilks.....	11 @ 12

DRESSED HOGS.

Hogs, heavy.....	@ 11 1/2
Hogs, 180 lbs.....	@ 11 1/2
Hogs, 160 lbs.....	@ 12 1/2
Hogs, 140 lbs.....	@ 13 1/2
Pigs.....	@ 13 1/2

DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	@ 14
Lambs, good.....	@ 13
Lambs, medium to good.....	@ 12
Sheep, choice.....	@ 10 1/2
Sheep, medium to good.....	@ 9 1/2
Sheep, culls.....	@ 8

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@ 18 1/2
Smoked hams, 12 to 14 lbs. avg.....	@ 17 1/2
Smoked hams, 14 to 16 lbs. avg.....	@ 17 1/2
Smoked picnic, light.....	@ 12 1/2
Smoked picnic, heavy.....	@ 12
Smoked shoulders.....	@ 11 1/2

Smoked bacon, boneless.....	18 1/2 @ 19 1/2
Smoked bacon (rib in).....	@ 17
Dried beef sets.....	@ 28
Smoked beef tongue, per lb.....	@ 22
Pickled bellies, heavy.....	15 1/2 @ 16

FRESH PORK CUTS.

Fresh pork loins, city.....	19 @ 20
Fresh pork loins, Western.....	14 @ 17 1/2
Fresh pork tenderloins.....	@ 33
Frozen pork tenderloins.....	@ 30
Shoulders, city.....	13 1/2 @ 14
Shoulders, Western.....	@ 13
Butts, regular.....	14 @ 14 1/2
Butts, boneless.....	16 @ 16 1/2
Fresh hams, city.....	@ 17 1/2
Fresh hams, Western.....	16 1/2 @ 17
Fresh picnic hams.....	@ 12 1/2

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	per 100 pcs. 95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per	100 pcs. 80.00@85.00
Black hoofs, per ton.....	40.00@45.00
Striped hoofs, per ton.....	50.00@55.00
White hoofs, per ton.....	85.00@97.50
Thigh bones, avg. 85 to 90 lbs. per	100 pcs. 90.00@100.00
Horns, avg. 7 1/2 oz. and over.....	280.00@285.00

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	14 @ 14 1/2 c. a pound
Fresh cow tongues.....	12 1/2 @ 13 c. a pound
Calves' heads, scalded.....	45 @ 50 c. apiece
Sweetbreads, veal.....	45 @ 90 c. a pair
Sweetbreads, beef.....	25 @ 30 c. a pound
Calves' livers.....	@ 20 c. a pound
Beef kidneys.....	@ 15 c. apiece
Mutton kidneys.....	@ 3 c. apiece
Livers, beef.....	8 1/2 @ 10 c. a pound
Oxtails.....	8 @ 9 c. apiece
Hearts, beef.....	@ 6 c. a pound
Rolls, beef.....	@ 27 c. a pound
Tenderloin, beef, Western.....	@ 35 c. a pound
Lambs' fries.....	@ 8 c. a pair
Extra lean pork trimmings.....	15 1/2 @ 16 c. a pound
Blade meat.....	@ 12 1/2 c. a pound

BUTCHERS' FAT.

Ordinary shop fat.....	@ 3 1/2
Suet, fresh and heavy.....	@ 6 1/2
Shop lones, per cwt.....	20 @ 22 1/2

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@ 50
Sheep, imp., medium, per bundle.....	@ 60
Sheep, imp., per bundle.....	@ 50
Sheep, domestic, wide, per bundle.....	@ 70
Sheep, domestic, medium, per bundle.....	@ 50
Sheep, domestic, narrow med., per bundle.	@ 25
Hog, American, free of salt, tea. or bbla.,	per lb., f. o. s. New York.....
Hog, extra narrow selected, per lb.....	@ 70
Hog, middles.....	@ 10
Beef rounds, domestic, per set, f. o. b. Chi-	cago.....
Beef rounds, export, per set, f. o. b. New	York.....
Beef bungs, piece, f. o. b. New York.....	@ 20
Beef middles, per set, f. o. b. New York..	@ 80
Beef middles, per set, f. o. b. Chicago....	@ 78
Beef weasands, per 1,000, No. 1s.....	@ 8
Beef weasands, per 1,000, No. 2s.....	@ 4 1/2

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	20 1/2	22 1/2
Pepper, Sing., black.....	11 1/2	13 1/2
Pepper, Penang, white.....	17 1/2	19 1/2
Pepper, red Zanzibar.....	14	17
Allspice.....	5 1/2	7 1/2
Cinnamon.....	18	20
Coriander.....	6 1/2	8
Cloves.....	20	23
Ginger.....	9 1/2	12 1/2
Mace.....	65	70

SALTPETRE.

Crude.....	4 1/2 @ 5
Refined—Granulated.....	@ 5 1/2
Crystals.....	5 1/2 @ 7
Powdered.....	@ 5

GREEN CALFSKINS.

No. 1 skins.....	@ .30
No. 2 skins.....	@ .30
No. 3 skins.....	@ .35
Branded skins.....	@ .17
Ticky skins.....	@ .17
No. 1 B. M. skins.....	@ .30
No. 2 B. M. skins.....	@ .31
No. 1, 12 1/2-14.....	@ 2.80
No. 2, 12 1/2-14.....	@ 2.50
No. 1 B. M., 12 1/2-14.....	@ 2.40
No. 2 B. M., 12 1/2-14.....	@ 2.20
No. 1 kips, 14-18.....	@ 2.80
No. 2 kips, 14-18.....	@ 2.00
No. 1 B. M. kips.....	@ 2.80
No. 2 B. M. kips.....	@ 2.10
No. 1, heavy kips, 18 and over.....	@ 3.70
No. 2, heavy kips, 18 and over.....	@ 3.40
Branded kips.....	@ 1.90
Heavy branded kips.....	@ 2.20
Ticky kips.....	@ 2.15
Heavy ticky kips.....	@ 2.50

DRESSED POULTRY.

FRESH KILLED.

Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-	
picked, fancy.....	@ 19 1/2
Western boxes, 36 to 42 lbs. to doz., dry	
picked.....	17 1/2 @ 18 1/2
Fowl—Iced, bbla.—	
No. Ind. and Ill. dry-picked, 4 lbs. avg.,	
choice.....	@ 18 1/2
Southern and S. Western, dry-picked, 3 1/2	
@ 4 lbs.....	@ 17
Other Poultry—	
Old Cocks, per lb.....	@ 13
Squabs, prime, white, 10 lbs. to doz., per	
doz.....	@ 4.00
Turkeys—Frozen—	
Young toms, No. 1.....	@ 27
Young toms, medium.....	@ 25
Young hens, No. 1.....	@ 25
Old hens and toms.....	@ 24

LIVE POULTRY.

Chickens, broilers, fancy, nearby, per lb..	@ 21
Chickens, broilers, Leghorns, cockerels...	@ 21
Chickens, broilers, Western, per lb.....	@ 21
Chickens, broilers, Southern, per lb.....	@ 21
Fowls, via freight.....	@ 15 1/2
Fowls, via express.....	15 1/2 @ 16
Old roosters, per lb.....	@ 11 1/2
Turkeys, hens and toms, mixed.....	@ 18
Ducks, Long Island, per lb., spring.....	@ 18 1/2
Ducks, Long Island, per lb., old.....	@ 16
Ducks, West. and So., per lb.....	@ 15
Geese, per lb., Western.....	@ 12
Guineas, per pair.....	@ 65
Pigeons, per pair.....	@ 25

BUTTER.

Creamery, Extras.....	28 @ 28 1/2
Creamery, Firsts.....	26 @ 27 1/2
Process, Extras.....	24 1/2 @ 25
Process, Firsts.....	23 1/2 @ 24

EGGS.

Fresh gathered, extras.....	27 @ 28
Fresh gathered, extra firsts.....	25 @ 26
Fresh gathered, firsts.....	23 @ 24
Fresh gathered, seconds.....	20 @ 22
Fresh gathered, dirties, No. 1.....	17 @ 17 1/2
Fresh gathered, dirties, No. 2.....	12 @ 16
Fresh gathered, checks, good to choice dry..	15 @ 16

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	20.00 @ 20.50
Bone meal, raw, per ton.....	27.50 @ 28.00
Hoof meal, per unit, Chicago.....	@ 2.55
Dried blood, West, high grade, fine,	
f. o. b. Chicago, prompt.....	@ 2.65
Nitrate of soda—spot.....	@ 2.40
Bone black, discard, sugar house del.	
New York.....	24.00 @ 25.00
Dried tankage, N. Y., 11 to 12 per	
cent, ammonia, f. o. b. New York	
Tankage, 11 and 15 p. c., f. o. b.	
Chicago, prompt.....	2.35 @ 2.50
Garbage tankage, f. o. b. New York.....	7.00 @ 7.50
Fisch scrap, dried, 11 p. c. ammonia	
and 15 p. c. bone phosphate, de-	
livered, New York (nominal).....	2.90 and 10c.
Foreign fish guano, testing 13@14%	
ammonia and about 10% B. Phos-	
Lime, c. i. f. Charleston and New-	
port News.....	3.15 @ 3.20
Wet, acidulated, 7 p. c. ammonia per	
ton, f. o. b. factory (35c. per unit	
available phos. acid).....	2.25 @ 2.30
Sulphate ammonia gas, for shipment,	
per 100 lbs., guar., 25%.....	2.95 @ 3.00
Sulphate ammonia gas, per 100 lbs.,	
spot, guar., 25%.....	3.10 @ 3.15
So. Carolina phosphate rock, ground,	
per 2,000 lbs., f. o. b. Charleston.	6.50 @ 7.70
So. Carolina phosphate rock, undried,	
f. o. b. Ashley River, per 2,240 lbs.	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

